



HOUSING OPPORTUNITY CONFERENCE

Innovative Partnerships to Leverage Land for More Housing

Nina Janopaul

David Bowers

Christopher Kennedy

Carmen Romero

Jeremy Striffler

MODERATOR

February 20, 2024

Lucille and Bruce Terwilliger Place

A Partnership with APAH and
American Legion Post 139



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About APAH

Mission-driven, innovative housing developer

Owns over 2,600 homes with 1,230 under construction and 1,121 units in active pre-development

Focused on 30% to 60% AMI, including 10% Permanent Supportive Housing

Promotes opportunity and stability for residents

Operates throughout the DMV with projects in 5 jurisdictions

Committed to racial justice

Wells Fargo Foundation Multipurpose Rooms



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APAH's Vision, Mission, & Values

Vision Statement: Everyone deserves a place to call home - a foundation to live their dreams.

Mission Statement: We exist to provide quality affordable housing and resident-centered programming to help our residents make the most of their home.

Values:

Excellence | Integrity

Collaboration | Innovation

Compassion | Impact | Racial Equity



Veterans Day Meals at Terwilliger Place



A 100-Year History Ready for Transformation

- **1.3-acre site in the heart of Arlington**
- **1950s facility** in urgent need of costly repairs and upgrades
- **Aging and declining membership**
- Commitment to reimagining facilities and programming to **meet the needs of the next generation of veterans**
- **160 affordable units** walkable to VA Square metro station, groceries, parks and schools
- **New 6,000 SF condo for the Legion Post**
- **50% of units have a veterans' preference**



Special GLUP Study Plus



A New Vision for the Site



PERSPECTIVE 1 - Comparison with and without balconies

REDACTED | 1000 PINEY AND PATTERSON

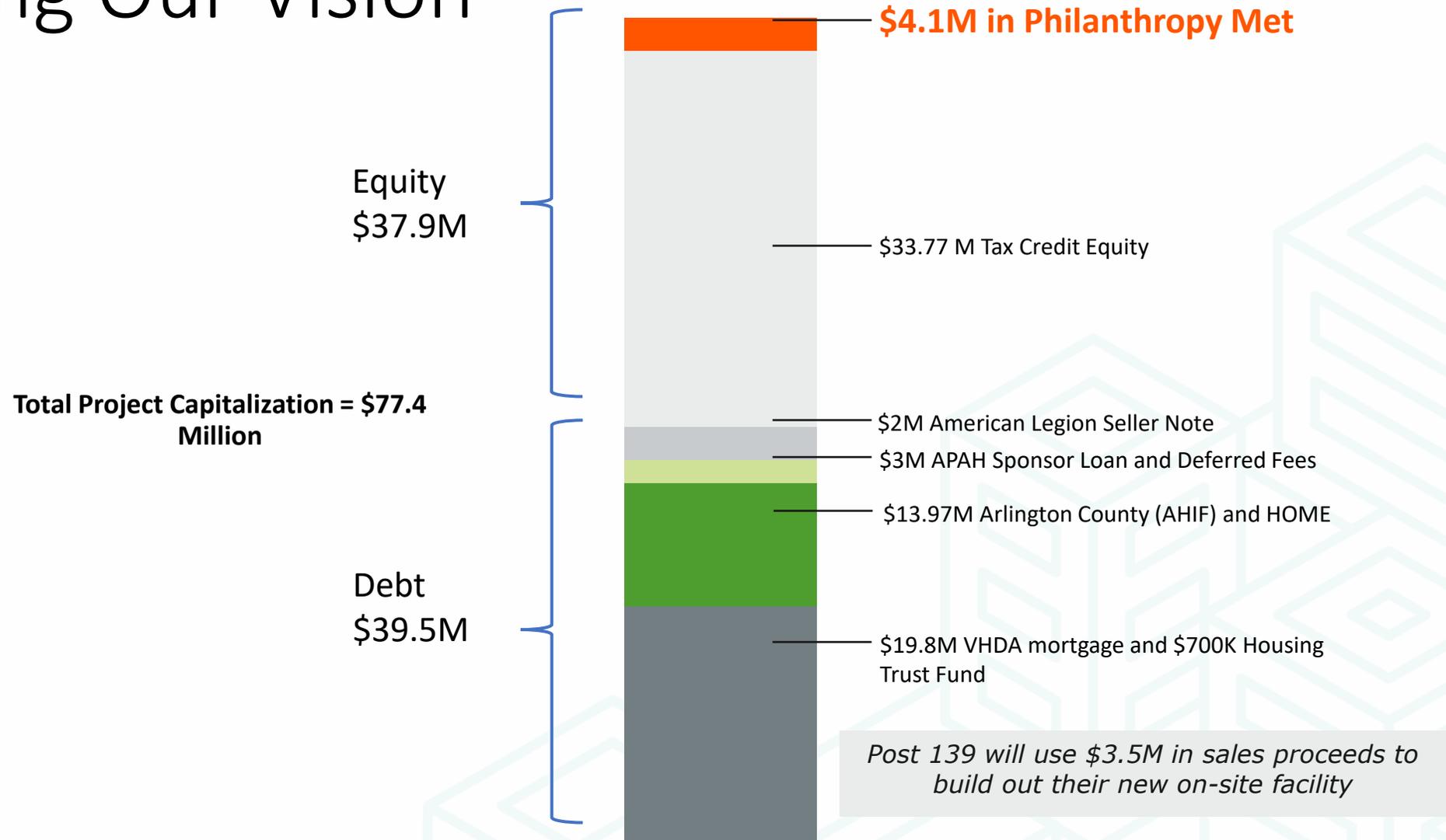
dcS
DESIGN

3445 WASHINGTON BLVD | ARLINGTON, VIRGINIA



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Financing Our Vision



Sources & Uses (including \$2.1 Amazon funds)

Sources of Funds		9% LIHTC 50.00%	4% LIHTC 50.00%	American Legion 3.52%	Total
	Permanent Tax Exempt Bonds		\$ 200,000		\$ 200,000
	Virginia Housing Taxable	\$ 4,500,000			\$ 4,500,000
	American Legion - Seller Note	\$ 2,000,000	\$ -		\$ 2,000,000
	REACH Plus	\$ 1,430,000	\$ 9,710,000		\$ 11,140,000
	REACH	\$ 2,000,000	\$ 2,000,000		\$ 4,000,000
	AHIF	\$ 5,790,000	\$ 5,730,000		\$ 11,520,000
	Construction Loan (Capital One)	\$ 26,295,000			\$ 26,295,000
	Construction Loan Repayment	\$ (26,295,000)			\$ (26,295,000)
	Virginia Housing Bridge Bond		\$ 7,250,000		\$ 7,250,000
	Virginia Housing Bridge Bond Repayment		\$ (7,250,000)		\$ (7,250,000)
	Tax Credit Equity (9%)	\$ 21,222,378			\$ 21,222,378
	Tax Credit Equity (4%)		\$ 12,542,043		\$ 12,542,043
	Capital Campaign	\$ 2,425,000	\$ 1,689,490		\$ 4,114,490
	Deferred Developer Fee	\$ 530,000	\$ 670,000		\$ 1,200,000
	VA HTF		\$ 700,000		\$ 700,000
	HOME	\$ -	\$ 2,445,000		\$ 2,445,000
	Amazon REACH Funds		\$ 2,100,000		\$ 2,100,000
	APAH Sponsor Loan		\$ 1,800,000		\$ 1,800,000
	American Legion - Sales Proceeds Used For Construction of Cold Dark Shell			\$ 2,575,000	\$ 2,575,000
Total Sources		\$ 39,897,378	\$ 39,586,533	\$ 2,575,000	\$ 82,058,911
Uses of Funds		9% LIHTC 50.00%	4% LIHTC 50.00%	American Legion 3.52%	Total
	Acquisition Subtotal	\$ 5,350,606	\$ 3,705,544	\$ -	\$ 9,056,150
	Construction Subtotal	\$ 23,629,107	\$ 23,629,107	\$ 2,422,326	\$ 49,680,540
	Soft Cost Subtotal	\$ 5,162,349	\$ 5,125,614	\$ 143,218	\$ 10,431,181
	Financing Cost Subtotal	\$ 1,810,317	\$ 1,248,945	\$ -	\$ 3,059,262
	Developer Fee and Reserves				
	Debt Service & Operating Reserves	\$ 519,794	\$ 594,955		\$ 1,114,748
	Deficit Funding During Lease Up	\$ 125,000	\$ 125,000		\$ 250,000
	Limited Partner Asset Management Reserve	\$ 89,500	\$ 89,500		\$ 179,000
	Amazon Interest Reserve Fund	\$ -	\$ 2,100,000		\$ 2,100,000
	Developer Fee	\$ 3,200,000	\$ 2,800,000		\$ 6,000,000
	Working Capital	\$ 10,706	\$ 16,868	\$ 9,456	\$ 37,030
	Developer Fee and Reserves Subtotal	\$ 3,944,999	\$ 5,877,323	\$ 9,456	\$ 9,831,778
Total Uses		\$ 39,897,378	\$ 39,586,533	\$ 2,575,000	\$ 82,058,911



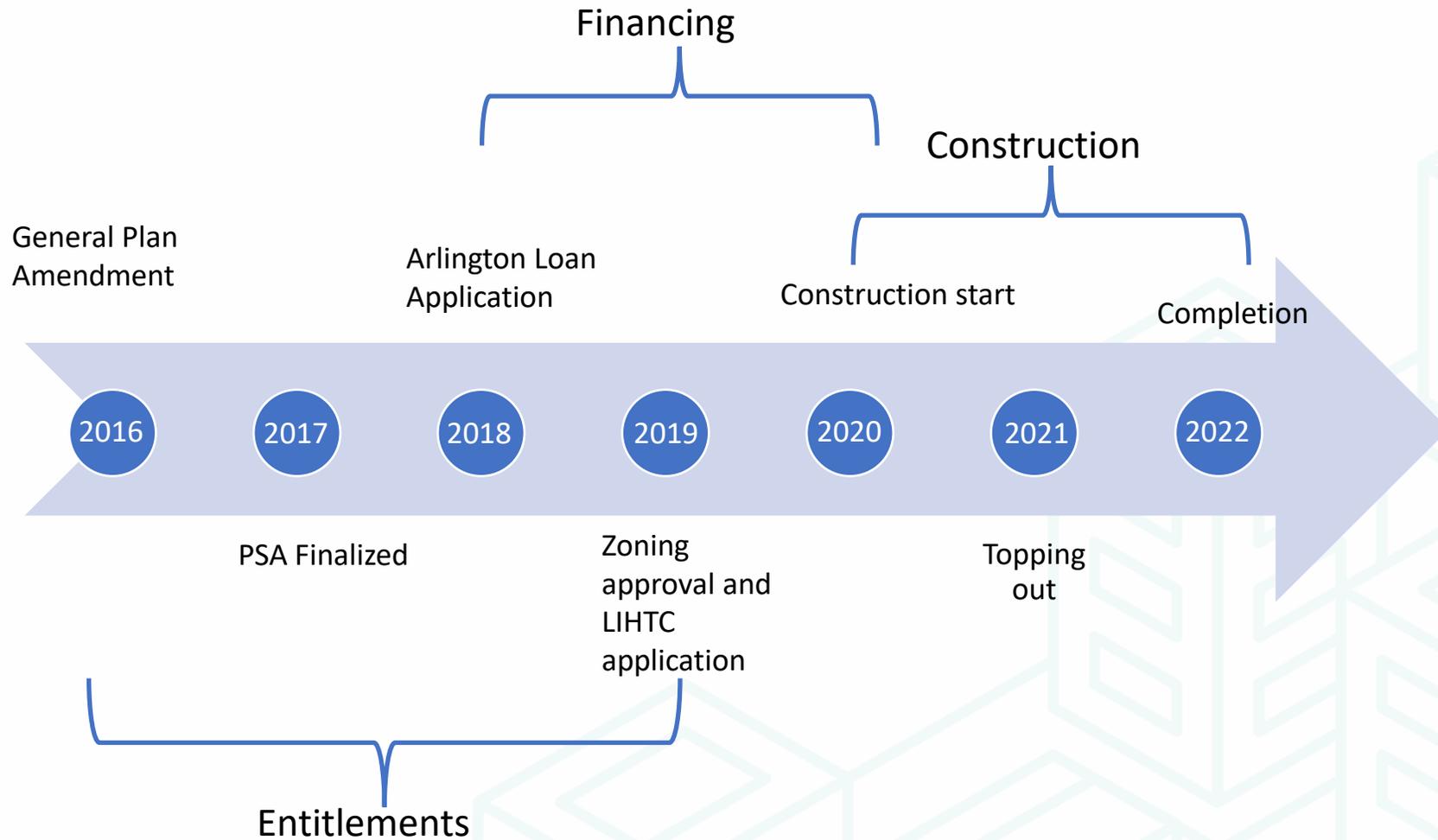
A Capital Campaign



Ron Terwilliger (pictured here at the Terwilliger Place Grand Opening and Policy Forum), led the charge for APAH's first capital campaign, which he donated a leading gift of \$1.5M to the effort, and named the building after his parents, Lucille and Bruce.



Project Timeline



4% | 9% | Condo Split

UNIT MIX

UNIT TYPE	UNIT COUNT
POST WEST NINE	80
POST EAST FOUR	80

AMERICAN LEGION GROSS AREA

LEVEL	AREA
GARAGE LEVEL	26,722.31 SF
GROUND LEVEL	6,409.97 SF





American Legion On-Site

Veteran Focused Programming

Private Counseling Spaces

Community Rooms

Business Center

Access to Critical Housing & Resources



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Apartment Mix and Affordability

Size	Units @ 80% AMI	Units @ 60% AMI	Units @ 50% AMI	Units @ 30% AMI	Total
1 Bedroom	0	16	21	11	48
2 Bedroom	9	24	40	14	87
3 Bedroom	9	12	3	1	25
Total	18	52	64	26	160



- Be patient and think big.
- The power of non-profit partners
- Legalizing density is crucial for affordable housing
- Parking flexibility is a game changer
- For mixed-use properties, consider support needed for non-housing partner post-construction



Morris and Gwendolyn Cafritz Foundation Lobby



Erik Gutshall Community Room



This space hosts resident events and workshops and is a gathering place for residents.

A New American Legion Post 139



In its first-of-its-kind, state-of-the-art, 6,000-square-foot post on the ground floor, Post 139 is pioneering a one-stop shop for addressing some of the most challenging issues that those who serve confront by permanently hosting in its space the Virginia Department of Veterans Services (VDVS) to provide VA claims assistance, education benefits, and employment resources as well as the George Mason University Law School Veterans and Servicemembers Legal Clinic (M-VETS) to provide free legal assistance for veterans, service members, and their families.



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<https://arlp139.com>

Special Thanks to our Partners



Arlington Partnership
For Affordable Housing



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Beyond the Classroom

Repurposing District Land to Address
Workforce Housing Needs

Jeremy Striffler

Director of Real Estate
Austin Independent School District
realestate@austinsd.org



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AUSTIN ISD OVERVIEW

73,384

Students

10,943

Employees

7th

Largest Employer

116

Schools

2,200+

Acres of Land

\$944M

Annual Recapture
Payment

Source: Austin ISD



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AUSTIN ISD SALARIES vs. MEDIAN FAMILY INCOME

MEDIAN FAMILY INCOME		< 60% (\$49,080)		<80% (\$65,450)		<100% (\$85,600)		<120% (\$102,750)	
Position	Total	#	%	#	%	#	%	#	%
Administrator	729	2	0.3%	4	0.5%	237	32.5%	465	63.8%
Professional	728	22	3.0%	172	23.6%	691	94.9%	728	100.0%
Classified	3,821	2,977	77.9%	3,614	94.6%	3,799	99.4%	3,815	99.8%
Teacher	5,260	787	15.0%	4,479	85.2%	5,244	99.7%	5,260	100.0%
Librarian	101	2	2.0%	90	89.1%	100	99.0%	100	99.0%
TOTAL	10,639	3,788	35.6%	8,269	77.7%	9,971	93.7%	10,268	96.5%

Source: Austin ISD and Department of Housing & Urban Development, June 2023



REPURPOSING PROCESS



CURRENT SITE



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DEVELOPMENT GOALS

- Retain ownership of the land.
- Build a new facility for the Alternative Learning Center onsite.
- Provide mixed income housing sensitive to the neighborhood.
 - All housing units below 120% MFI
 - At least half of the units below 80% MFI
 - A portion of units in the 30%-60% MFI range
- Offer pedestrian friendly site amenities.
- Make connections to public transit.
- Incorporate green space and preserve heritage trees.

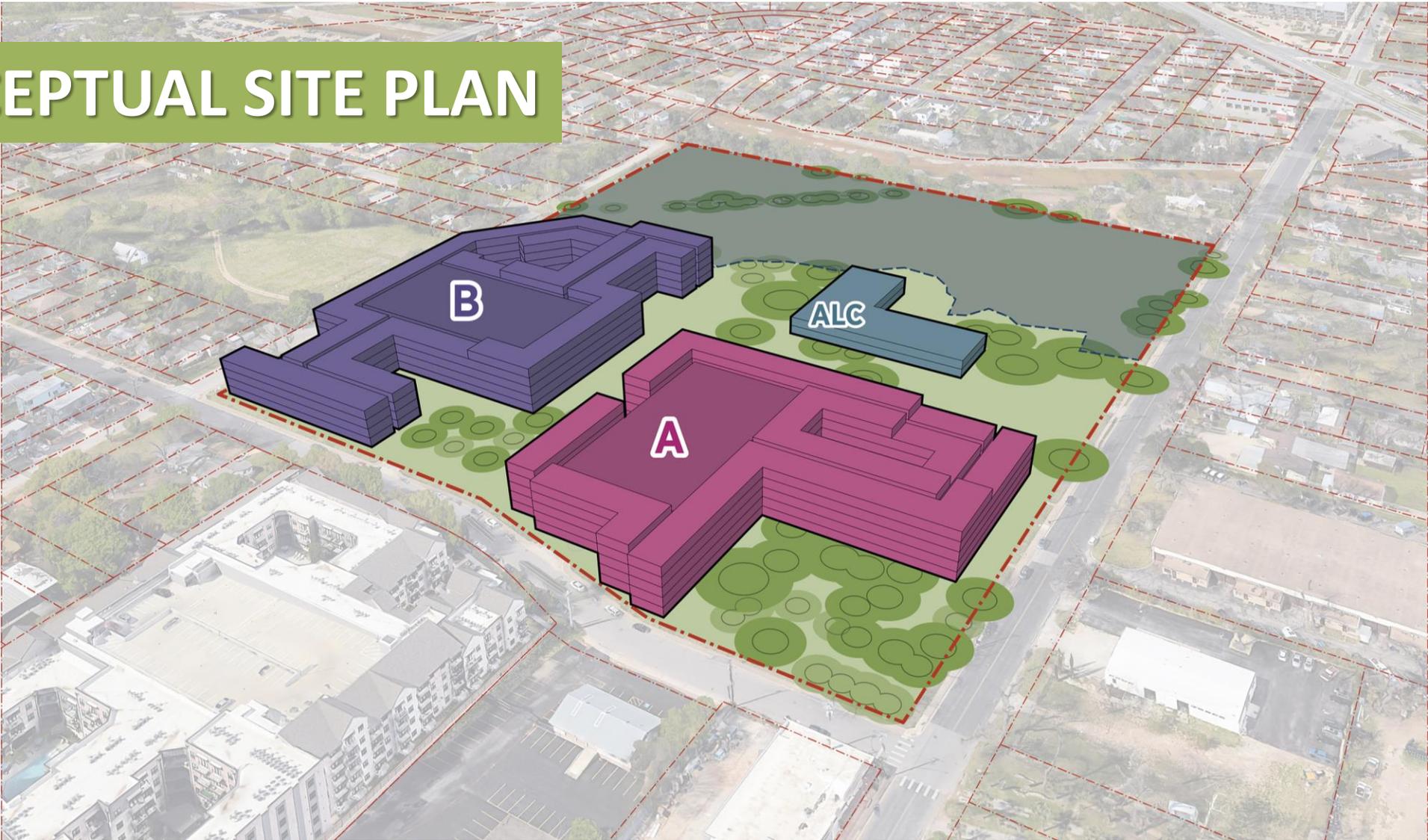


PROJECT REQUIREMENTS

- Prioritize District teachers, staff and families.
- Include family-sized units.
- Support sustainability by adhering to green building standards.
- Encourage the involvement of Historically Underutilized Businesses in construction and financing.
- Ensure fair and equitable treatment of construction workers.
- Engage the community throughout the process.



CONCEPTUAL SITE PLAN



CONCEPTUAL DEVELOPMENT PROGRAM

PROPOSED UNIT MIX BY BUILDING

	BUILDING A	BUILDING B	TOTAL
1- Bedroom	140	162	302
2- Bedroom	86	98	184
3- Bedroom	15	18	33
Total	241	278	519

PROPOSED INCOME MIX BY BUILDING

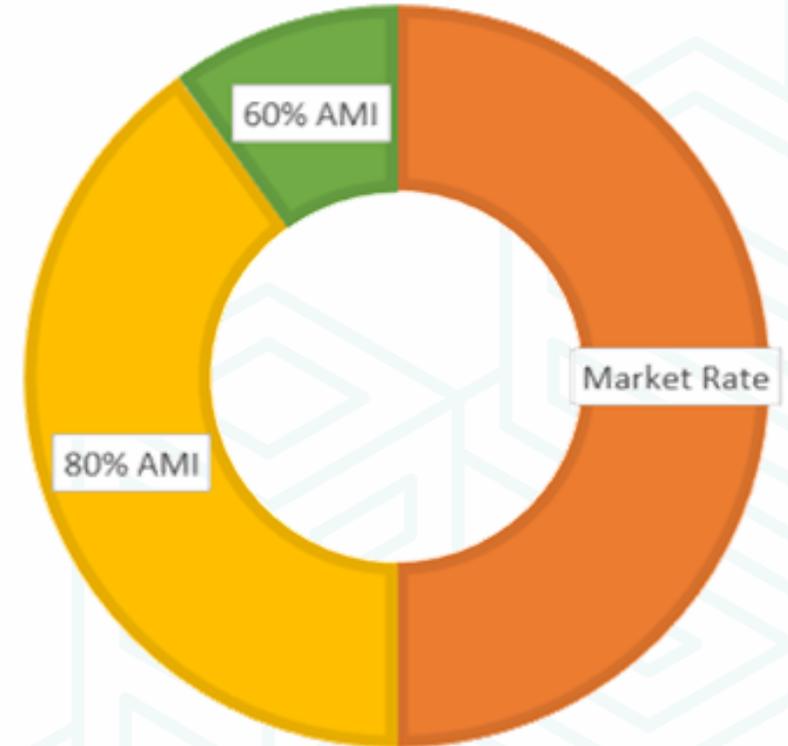
	BUILDING A	BUILDING B	TOTAL
60% AMFI	25	28	53
80% AMFI	96	111	207
Market Rate	120	139	259



FINANCING MODEL

- Long-term ground lease
- Privately/conventionally capitalized
 - No federal funding / LIHTC
 - No bond elections
- Public Facility Corporation
 - Property-tax exemption
 - Sales tax savings
- Market rate units and tax exemption subsidize half of the units as rent/income restricted

PFC AFFORDABILITY REQUIREMENTS



WHAT'S NEXT?

“I bought a house outside of Austin because I could not afford to live in Austin. I drive 2-3 hours/day to work.”

“unable to live in the area that I teach, which causes extremely long commute and less work satisfaction.”

“Staff can't afford to live in Austin plus the price of gas is high for commuting.”

“I can pay the house payment, but taxes are making us think of leaving.”

“Currently renting due to the lack of houses that are affordable for our budget. Having daycare expenses and a constant raise in rent, makes it extremely hard to continue to live in the city of Austin.”

“Rising property taxes are pushing us out of our central Austin neighborhood that we have lived in for 27 years.”





St. Austin
CATHOLIC
Church & School

Overview of Redevelopment Project

ULI Housing Opportunity Conference | February 20, 2024



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Why: External Factors





Why

- Mission | 116 Years
- Aging Facilities | \$\$'s
- Land | Generational Duty

What

- Church remains
- Ministries stay on site
- Land lease, no land sale





QUESTION:

Would a private developer be interested in leasing a portion of our land, which would generate enough third party revenues, to help us pay for new or aging facilities and provide an ongoing revenue stream for future generations.

St Austin Parish Programming

	Original			Scenario A Tuning from the original			Scenario B Two sections of			Comments
	#	Sq Ft	Total	#	Sq Ft	Total	#	Sq Ft	Total	
Offices										
Private	14	108	1,512	14	115	1,610	14	115	1,610	Added sq footage
Shared	6	60	360	6	60	360	6	60	360	
Workroom	1	200	200	1	200	200	1	200	200	
Kitchen/Break Room	1	250	250	1	250	250	1	250	250	
Conference	1	300	300	1	300	300	1	300	300	
Storage	3	100	300	3	100	300	3	100	300	
Sub-Total			2,922			3,020			3,020	
Efficiency Factor		0.30	977		0.30	906		0.30	906	
Future Growth		0.25	731		0.25	755		0.25	754	
Total			4,529			4,681			4,681	

School (Class/Adm)										
Classrooms (Prek-5)	12	650	7,800	8	925	7,400	16	925	14,800	add 1 more
Classrooms (6-8)				5	800	4,000	10	800	8,000	
Special (art, music, science)	3	800	2,400	4	1,050	4,200	4	1,050	4,200	add 2nd science
Special Ed	1	500	500	2	500	1,000	2	500	1,000	add 2nd room
Student Commons	1	600	600	1	600	600	1	600	600	
Teacher Workroom	1	200	200	1	200	200	1	200	200	
Admin Offices	2	200	400	4	200	800	6	200	1,200	add offices
Reception	1	200	200	1	200	200	1	200	200	
Counselor	1	150	150	1	150	150	2	150	300	scale to size
Cafeterium (150 seat / 100 dine)	1	2,500	2,500	1	2,500	2,500	1	3,500	3,500	scale to size
Stage & Storage	1	800	800	1	800	800	1	1,000	1,000	scale to size
Serving Kitchen	1	250	250	1	250	250	1	250	250	
Library	1	1,250	1,250	1	1,250	1,250	1	1,250	1,250	
Tech & Book Storage	2	300	600	2	300	600	2	500	1,000	scale to size
Sub-Total			17,650			23,950			37,500	
Efficiency Factor		0.30	5,295		0.30	7,185		0.30	11,250	

	Original			Scenario A Tuning from the original			Scenario B Two sections of each class		
	#	Sq Ft	Total	#	Sq Ft	Total	#	Sq Ft	Total
Total		Org.	69,000		A	92,548		B	107,925

Parish Ministry										
Parish Hall (300 seated)	1	4,500	4,500	1	4,500	4,500	1	4,500	4,500	
Large Mtg (60)	2	1,200	2,400	1	1,200	1,200	1	1,200	1,200	
Med Mtg (20)	2	400	800	1	400	400	1	400	400	
Small Mtg (8)	2	180	360	2	180	360	2	180	360	
Workroom	1	200	200	1	200	200	1	200	200	
Kitchen & Pantry	1	1,000	1,000	1	1,000	1,000	1	1,000	1,000	
Ministry Pantry	1	300	300	1	300	300	1	300	300	
Nursery	1	600	600	1	600	600	1	600	600	
Godly Play	1	800	800	1	800	800	1	800	800	
Youth Room	1	1,200	1,200	1	1,200	1,200	1	1,200	1,200	
Ministry Storage	40	25	1,000	40	25	1,000	40	25	1,000	
General Storage/Maintenance	3	150	450	1	1,000	1,000	1	1,000	1,000	
Day Chapel (seat 30)	0	0	0	1	600	600	1	600	600	
	0	0	0	0	0	0	0	0	0	
Sub-Total			13,160			13,160			13,160	
Efficiency Factor		0.30	4,063		0.30	3,948		0.30	3,948	
Future Growth		0.15	2,042		0.15	1,974		0.15	1,974	
Total			19,735			19,082			19,082	

	Org.	A	B
Total	76,455	92,548	107,925

100,000 sq. ft.



BUSINESS

Contact: business@statesman.com 512-912-2960
Subscribe: statesman.com/subscribe

CLOSING FIGURES FOR THURSDAY, MARCH 15, 2018		
DOW	Close: 24,873.66	+115.54 ▲
S&P 500	Close: 2,747.33	-2.15 ▼
NASDAQ	Close: 7,481.74	-15.07 ▼
RUSSELL 2000	Close: 1,576.62	-7.69 ▼
10-YEAR NOTE	Close: 2.83	+0.01 ▲
CRUDE OIL	Close: 61.19	+0.23 ▲

DEVELOPMENT

St. Austin seeks redevelopment ideas

Guadalupe St. landmark wants proposals for 2 acres of its property.

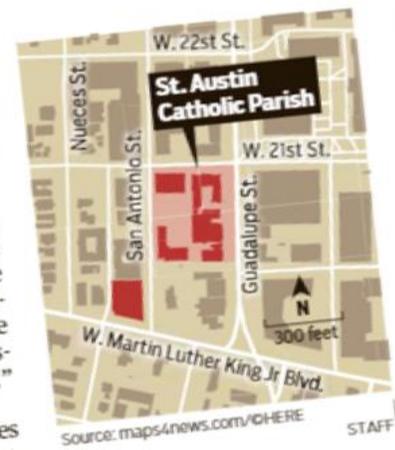
By **Shonda Novak**
snovak@statesman.com

St. Austin Catholic Parish – a landmark for decades on Guadalupe Street – is seeking proposals for “a prime Central Austin redevelopment opportunity” to add commercial uses on part of its land across from the University of Texas campus. The parish has hired commercial real estate firm CBRE to solicit proposals from developers interested in leasing about

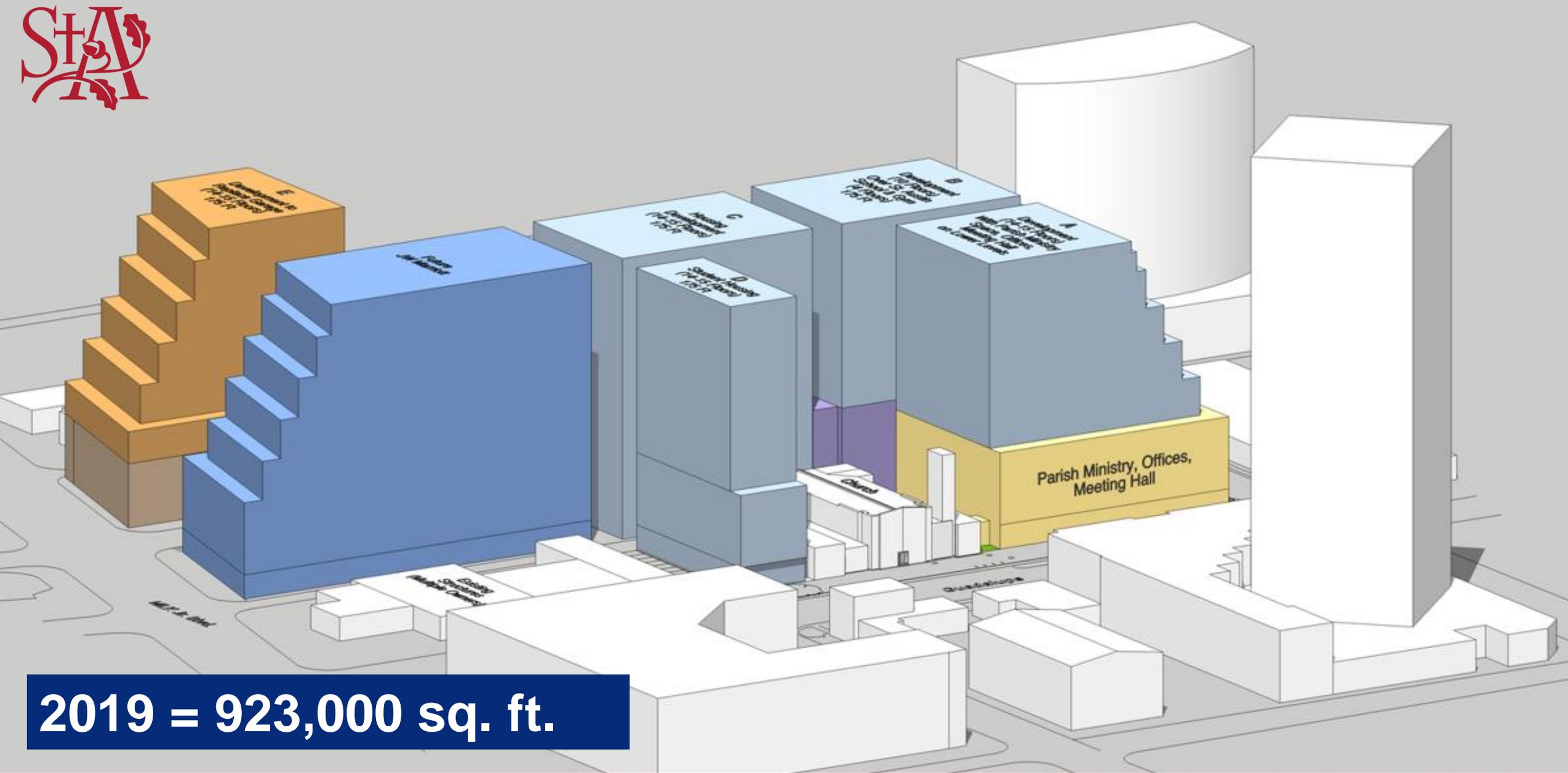
two acres of its property at 2026 Guadalupe St. for new uses that could coexist with the parish’s existing uses, which include a church and rectory built in 1953. St. Austin will retain the church and related improvements, while making the rest of the campus available for redevelopment for both market uses and other parish ministries, parish officials said. Proposals are due to CBRE by May 15, with the selection of a development team expected by the

end of the summer. “This is a rare opportunity for a developer to reimagine a vertically mixed-use project, anchored by a spiritual community and market uses on a dynamic site across the street from a world-class university campus,” said Eric DeJernett, a senior vice president with CBRE. St. Austin is seeing extensive development in areas near its site. Its own property could include a substantial amount of new building under a zon-

ing ordinance the city passed in 2004 to encourage high-density, mixed-use development, which has been flourishing in the West Campus area since then, DeJernett said. “Given the location across from UT, the new Graduate School of Business and close proximity to the Capitol complex and new Dell hospital, we are expecting a range of possible uses for the property,” DeJernett said. DeJernett said the obvious uses are “high-quality student hous-



St. Austin continued on B7



2019 = 923,000 sq. ft.



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BEACON OF HOPE

For Generations



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KEY TERMS

- | 99 year ground lease – no revenue sharing
- | Separate financing – both ready at close
- | Provided property liens (not on Church building)
- | Paid Greystar for development services; GMP
- | Yours, Mine, Ours – limited HOA scope
- | St. Austin mission focus

<i>Cost</i>	<i>Description</i>
\$32.59M	Greystar Hensel-Phelps Construction Budget
\$1.05M	Furniture Fixtures & Equipment (<i>FF&E</i>)
\$7.5M	Costs and Fees (<i>Developer, Architects, Legal, etc.</i>)
\$41.1M	<i>Greystar Contracted Guaranteed Maximum Price (GMP)</i>





Asof March 1, 2022

Sources of Funds

Bank Loan (tax exempt note)	\$ 30,000,000
Diocese Bond Purchases (taxable bonds)	\$ 9,000,000
Total Amount Borrowed	\$ 39,000,000
St. Austin (\$5.0M lump + Sept - Feb lease)	\$ 5,251,410
St. Austin (at March 1st closing)	\$ 650,000
Total Sources	\$ 44,901,410

Uses of Funds

Greystar Project Construction	\$ 41,114,000
Rev Fund - Minimum 3 months	\$ 449,746
Rev Fund - To fund shortfall in lease	\$ 2,450,000
Cost of Issuance (bond fees, legal, etc.)	\$ 875,272
Contingency	\$ 12,392
Total Uses	\$ 44,901,410



Bottom Line . . of the \$44.9M

88% (\$39.6M) paid by ground lease | 12% (\$5.5M) paid by St. Austin





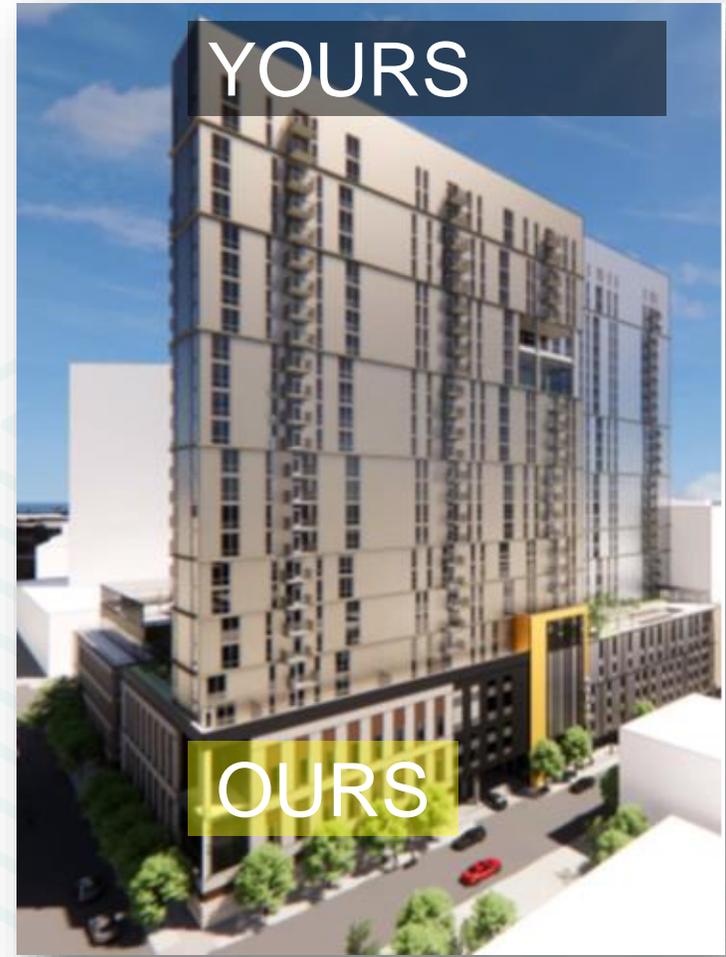
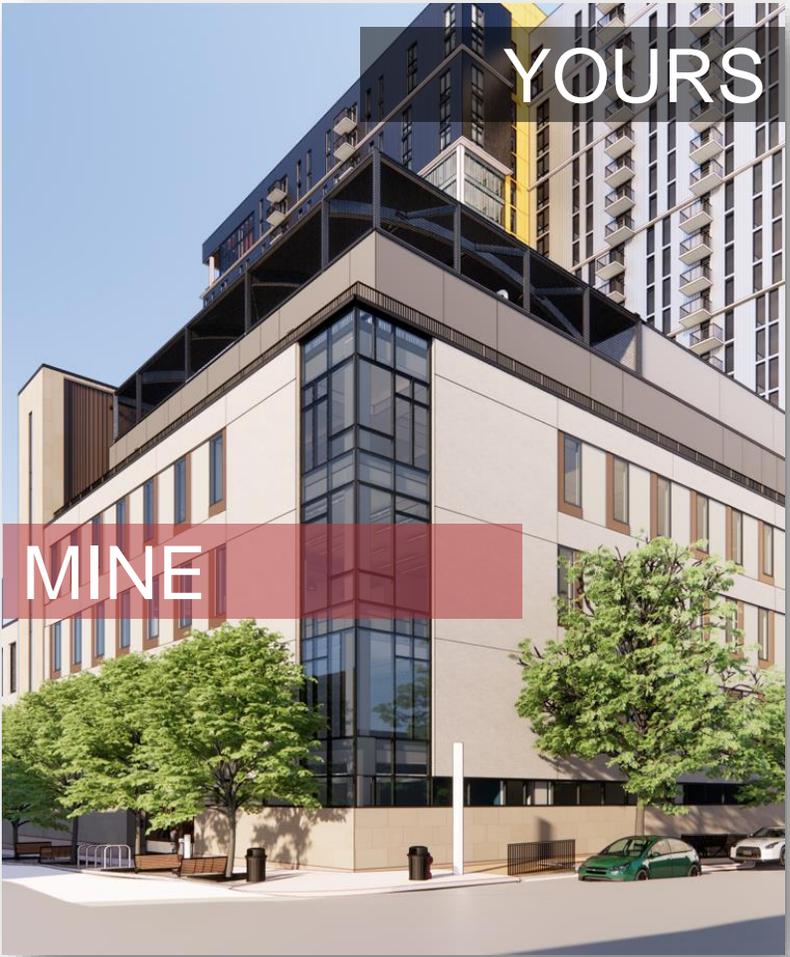
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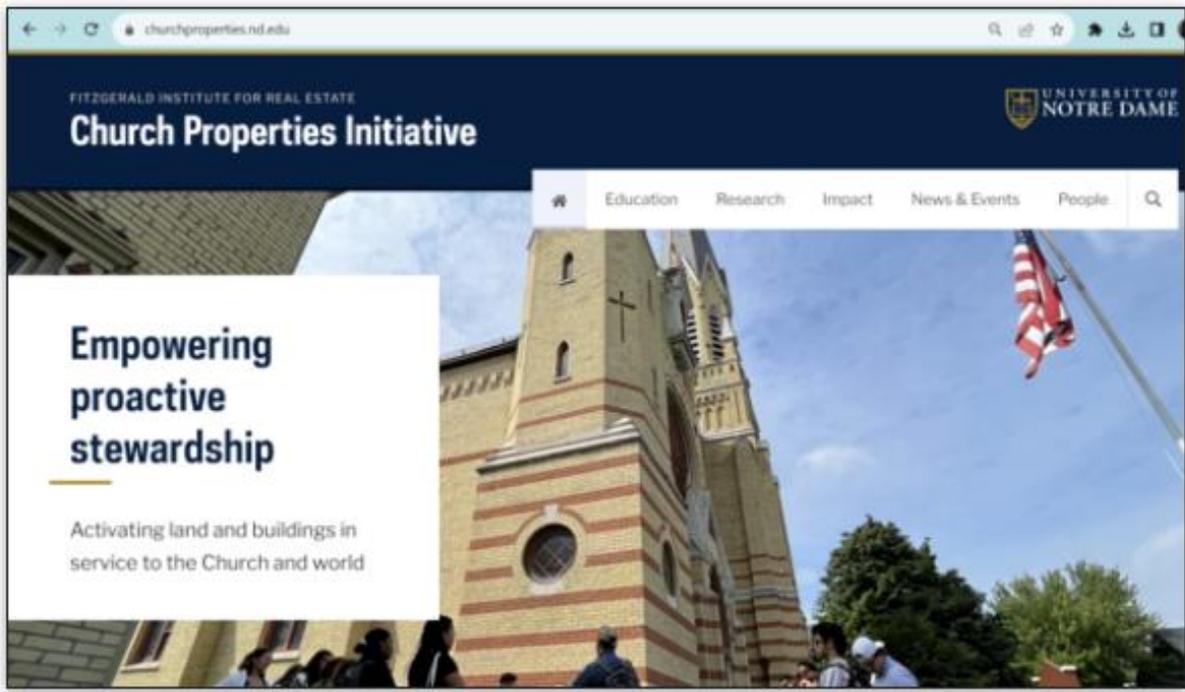
WINS

- | Our mission priorities + Affordable Housing
- | Control appetite . . . everybody wins!
- | Accountability + Partnership = 99 years

OPPORTUNITIES

- | Avoid pandemic & supply chain issues
- | Financing fire drill = market study
- | Change management with staff ongoing





A Church Properties Initiative Case Study: St. Austin Catholic Parish and School



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Faith-Based Development Initiative

**“Innovative Partnerships to Leverage
Land for More Housing” Panel**

**ULI Housing Opportunity Conference
February 20, 2024**

**Presented by David Bowers
VP/Market Leader and Sr. Advisor
Faith-Based Development Initiative
dbowers@enterprisecommunity.org**



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Who is Enterprise

- Enterprise is a national nonprofit whose mission is to make home and community places of pride, power and belonging.
- We support community development organizations on the ground, aggregate and invest capital for impact, advance housing policy at every level of government, and build and manage communities ourselves.
- Since 1982, we have invested \$64 billion and created 951,000 homes across all 50 states, the District of Columbia and Puerto Rico.
- Own and operate over 13,000 affordable homes in the Mid-Atlantic.



Foundation for FBDI

Origin

- Started by Enterprise's Mid-Atlantic office in 2006, with input from NYC office
- Original co-conveners/strategic advisors included:
 - East of the River Clergy-Police-Community Partnership
 - Georgetown University
 - Wesley Seminary

Goals

- Get **new units** of affordable housing and community facilities developed.
- Expand **equitable procurement** opportunities for BIPOC vendors
- Strengthen **neighborhood anchor institutions** as HOWs partner in the development process
- Aim to “Build an Enterprise program while nurturing a national movement.”

Why

NEEDS: In the U.S...

- 20% of renters pay more than 50% of their income for housing.
- 600,000+ experience homelessness
- 13M+ live in a food desert.
- Half live in a child-care desert.

POTENTIAL:

- Houses of worship own significant real estate.
- 800 vacant parcels owned by houses of worship in five jurisdictions in the DC Metro area, 43,000-109,000 new housing units could be built (2019 Urban Institute)

What We Do: Through Multi-Year Cohorts

Trainings

- Overview of the development process via 20-hour Enterprise branded FBDI curriculum
- Aim is to make senior clergy and lay leaders “comfortably conversant”

Capital

- Grants for early pre-development expenses, including Market Studies/Feasibility Analysis
- Access to Enterprise products

FAITH-BASED DEVELOPMENT INITIATIVE

What We Do

- **Peer Learning**
 - “Iron Sharpens Iron” peer learning exchanges for senior clergy
- **Information on Industry Professionals**
 - Resource directories of various industry professionals: consultants, developers, lawyers.
- **Faith-Based Development Guide**
 - [The Faith-Based Development Guide | Enterprise Community Partners](#)



7 Steps of Faith-Based Development

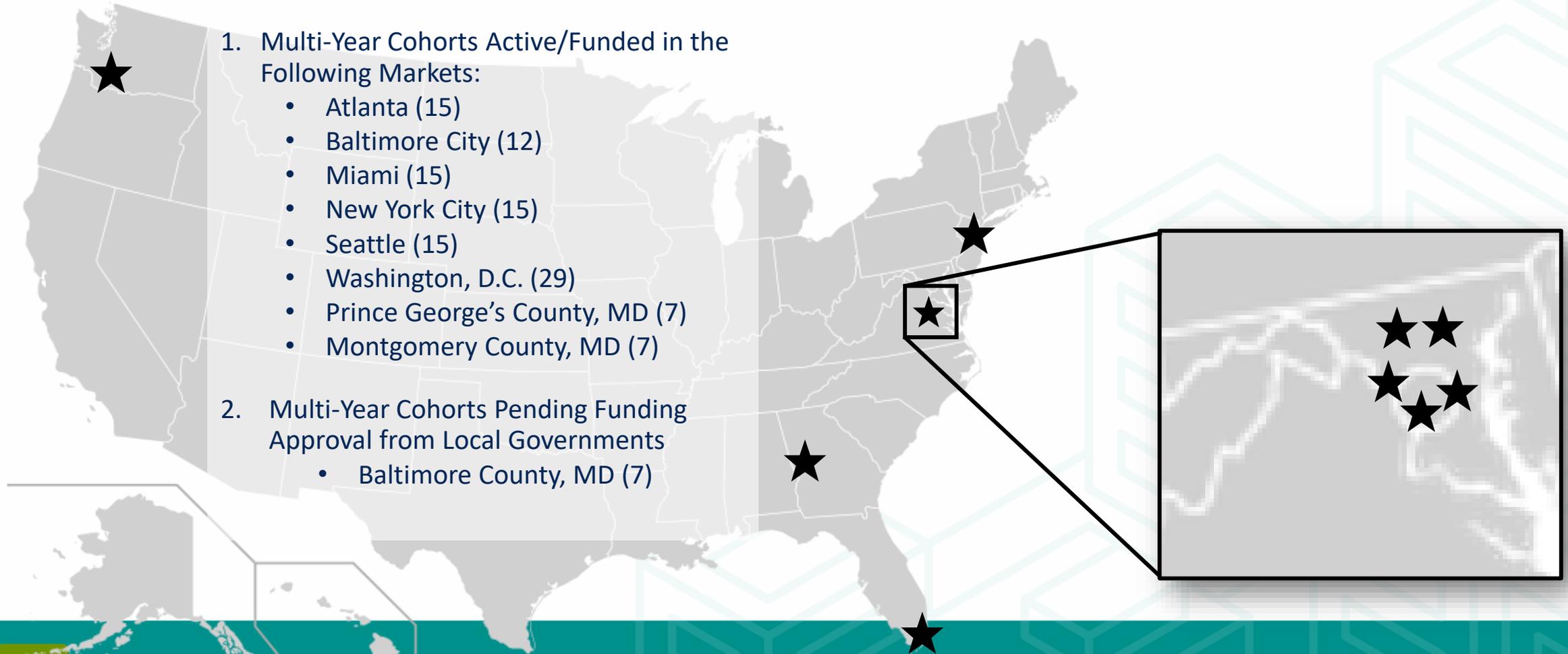


Some Questions to Consider Before Developing

1. Do you have site control of the land to develop your vision?
2. Do you want to maintain ownership/site control over the long term?
3. What are your short/long term financial goals? Do you expect cash flow from the development; are you willing to subsidize the project or break even?
4. Are you willing to contribute any portion of the land value to the transaction?
5. What type of housing/community facilities will you develop? What are the targeted market(s) and targeted impacts?
6. Do you have an economic empowerment interest/racial equity goals?
(ex: creating jobs for local community members as part of the development? Support minority owned businesses?)
7. Do you expect to have an active role in the development?
8. Do you have a separate entity for development?
9. Is there a development team and/or main point of contact in place?
10. Do you have a real estate attorney?



Where We Work



8,000+UNITS IN THE
PROJECTED PIPELINE**1,500+**

UNITS PRODUCED/PRESERVED

1

HEALTH CLINIC

- **Raised \$13M+ to support FBDI programs across the country**
- **Granted \$6M+ to faith-based development organizations**
- **\$125+ million in loans (Enterprise Community Loan Fund and Bellwether Enterprise)**
- **\$86+ million in tax credit equity (Housing Credit Investments)**
- **Hosted 160+ training sessions and 65 networking luncheons for more than 450 houses of worship and faith-based organizations.**
- **Policy wins/government support in Miami, Seattle, Washington State, Washington, D.C., Prince George's County, MD.**



Lessons Learned

- Unfamiliarity with development process and fear of the unknown often **leads to no action** by houses of worship.
- Nonprofit entities often needs extensive **technical assistance**
- Connection to **intellectual capital** is critical
 - (i.e. government officials, developers, legal, etc.)
 - Assist from “go or no-go decisions,” to completing the development
 - Houses of worship need their own real estate/land use lawyer
- **Timelines** for faith community and developers are different.
 - Developers need to slow down, HOW need to speed up.
- At times, mistrust and lack of appreciation by both HOW and developers of what value-add the other brings to the table.
- All sides be clear up front: What’s In It For Me?
- Clergy leader needs to
 - cast the vision,
 - gain buy-in from membership, and
 - delegate day-to-day management (authority, not responsibility)



Support Government/Philanthropy Can Provide

Capital to support Cohort types of program management/operations, catalytic early predevelopment costs, subsidy capital

Alameda County, CA, New York City, New York Office of Attorney General, Prince George's County, MD, Washington, D.C.

**Bank of America, Capital One, Wells Fargo Foundation
Arthur M. Blank Foundation, Greater Washington Community Foundation, Trinity Church Wall Street**

Enact policies that facilitate development of land owned by houses of worship
(California, Seattle, Washington State)

Government provide land (Miami)



Gilliam Place

Development Partners

- Arlington Presbyterian Church
- APAH

Development Overview

- 173 units (including 15 accessible)
- Ground floor commercial and civic space
- Opened November 2019

Enterprise Support

- \$10,000 early pre-development grant
- \$31 million LIHTC equity
- Training and technical assistance



Plaza West

Development Partners: Bible Way Church; Golden Rule Plaza Inc.; Mission First Housing Development Corporation; Henson Development Company

Development Overview

50 two- and three-bedroom units provide affordable housing for grandparents raising grandchildren and serves families making 30-60% of area median income.

173 units provide affordable housing for individuals and families making less than 60% of area median income, with eleven units set aside for permanent affordable housing for Department of Behavioral Health Consumers. Opened 2018.

Enterprise's support:

- \$32 million LIHTC equity
- \$750,000 Predevelopment loan
- \$61,000 in grants



The Israel Manor Life Learning Center & Senior Residences

Development Partners

- Israel Manor, Inc., Israel Baptist Church
- District Development Group
- Mission First Housing Group

Development Overview

- 32,000 sq. ft. community facility, with Unity Health Care, a community health provider as the anchor tenant
- 47 units for low/moderate income seniors
- Opened May 2015

Enterprise Support

- \$10,000 early pre-development grant
- \$500,000 acquisition loan
- Training and technical assistance



Trinity Plaza

Development Partners

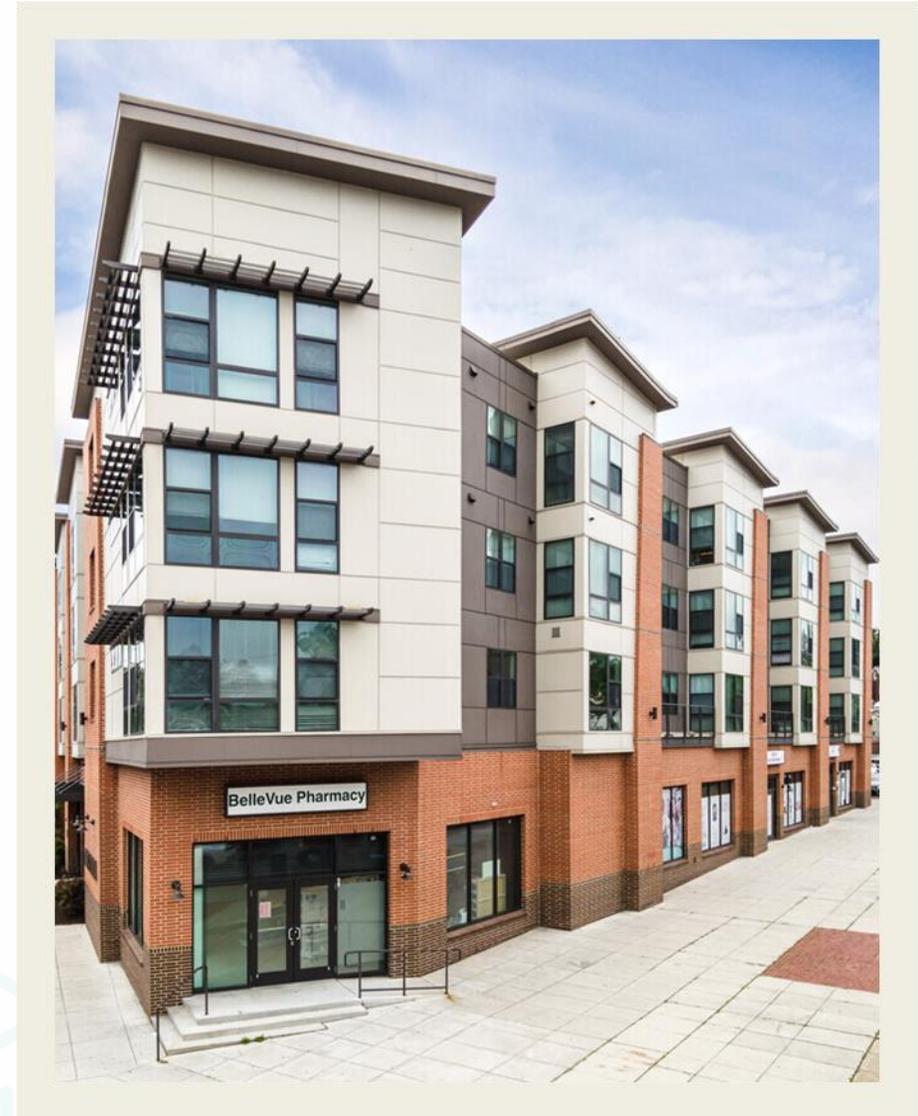
- Far SW-SE Community Development Corporation, Living Word Church
- Mission First Housing Group

Development Overview

- 49 residential rental units targeted at residents making under 50% AMI
- 6,118 square feet of ground floor retail and office space. Pharmacy and a day care as tenants
- Opened May 2015

Enterprise Support

- Grant support totaling \$35,500
- \$625,000 Acquisition Loan
- Training and technical assistance



FAITH-BASED DEVELOPMENT INITIATIVE

Lessons from Nehemiah

Compelled and bothered by the need.	Neh. 1:3-4 and 2:2-3
Pray	Neh. 1:4-11
Must be moved, not touched.	Neh. 2:4-5
Government support is okay.	Neh. 2:7-8
Must survey the need	Neh. 2:11-15
Cast vision and get people engaged to build.	Neh. 2:17-18
Public/private partnerships – various people with various gifts/talents will help get the project completed.	Neh. 3
There will be naysayers.	Neh. 2:10, 19; 4:1-2, 7-11; 5:1. (internal and external)
Remember who you are working for.	Neh. 4:13-16
<p>“The man saw a need, rose up, captured a vision, laid a plan, and mobilized other to join him in his cause. In a nutshell, that’s the story of Nehemiah, a classic case study in leadership.” John Maxwell Leadership Bible.</p>	





**Nina
Janopaul**

Principal
Capital Strategies
Consulting
njanopaul@gmail.com



**David
Bowers**

VP/Market Leader
and
Sr. Advisor Faith-Based
Development Initiative
dbowers@enterprisecommunity.org



**Christopher
Kennedy**

Founding Partner
Emmaus Projects
512-797-0099
ckennedy@emmausprojects.com



**Carmen
Romero**

President and CEO
Arlington Partnership
for Affordable Housing
cromero@apah.org



**Jeremy
Striffler**

Director of Real Estate
Austin Independent
School District
realestate@austinisd.org



Q&A

uli.org/terwilliger



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