

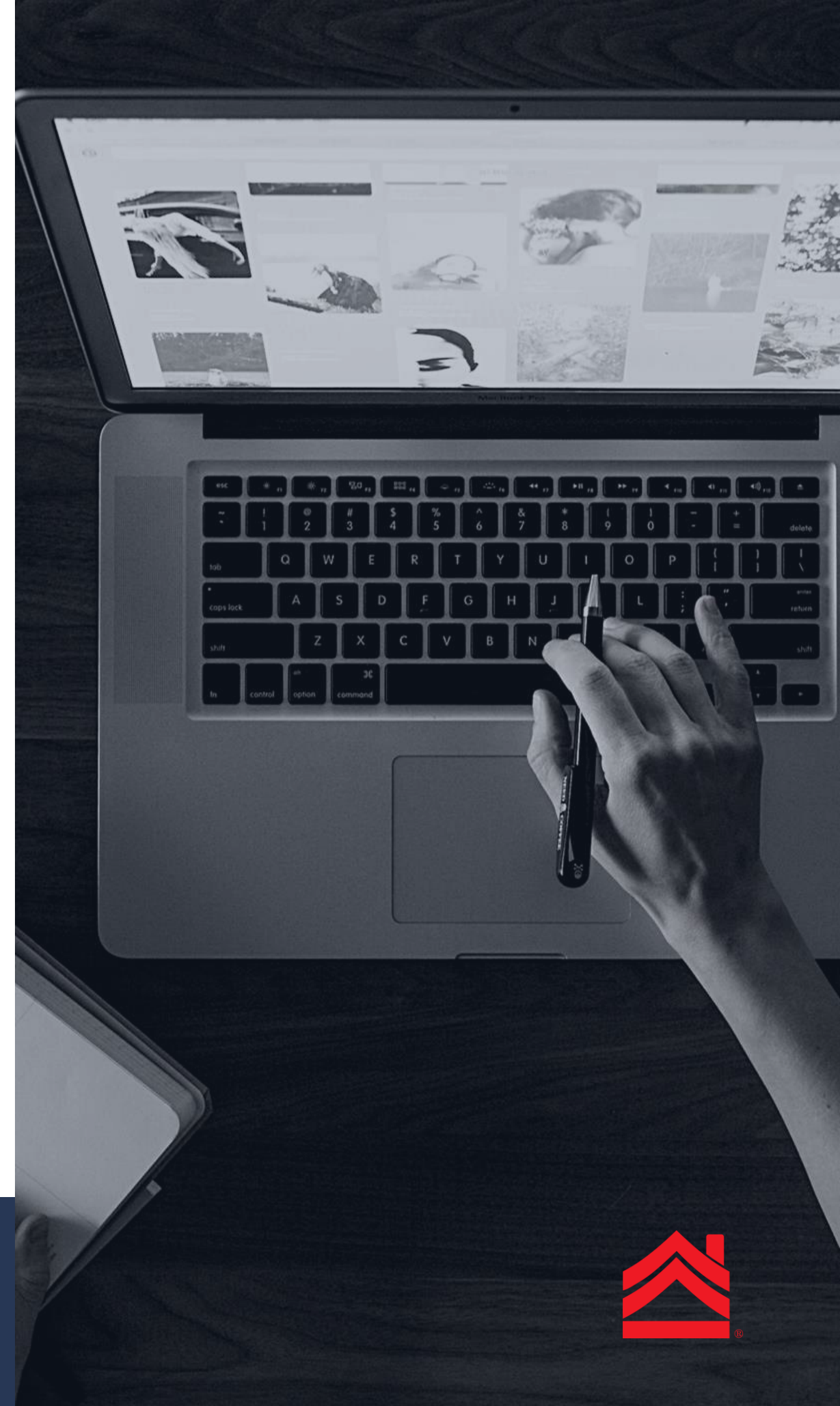
NATIONAL COALITION FOR HOMELESS VETERANS

# 2020 NCHV ANNUAL CONFERENCE

*Virtual Edition*



HD 3: INFLUENCING AFFORDABLE HOUSING DEVELOPMENT IN YOUR  
COMMUNITY





# INFLUENCING AFFORDABLE HOUSING DEVELOPMENT IN YOUR COMMUNITY



Victoria Lee, NCHV Board Member

Nina Janopaul, APAH

Vince Kane, VA

Bob Looby, American Legion

# WELCOME



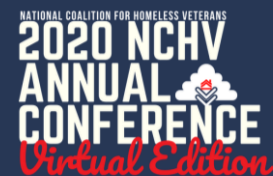
Arlington Partnership  
For Affordable Housing

# Influencing Affordable Housing Development in Your Community



NATIONAL COALITION FOR HOMELESS VETERANS  
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National Coalition for Homeless Veterans  
September 17, 2020





# About APAH



- Non-profit, award-winning, innovative affordable housing developer committed to advocating for affordable housing and low-income residents
- Owns over 1,800 rental homes at 18 properties with 700+ units in development. \$450M+ in assets.
- Partners with local non-profits for resident programs. 10% of units designated for permanent supportive housing and formerly homeless
- Operates throughout the Washington DC metro area



**TOP 50  
DEVELOPERS**





# How To Create New Affordable Housing



- **Acquire land**, preferably from a mission-minded partner or public agency
- **Secure public approvals**, preferably with bonus density to create more units and spread land costs
- **Secure subsidized financing** to reduce rents to be affordable to low income households

- **Build**
- **Open**
- **Celebrate!**





# APAH Innovative Projects: Completed



## Columbia Hills

- Delivered October 2018
- 229 affordable units on the site of an APAH-owned surface parking lot from existing garden complex



## The Springs

- Delivered in 2016
- 104 units. Incorporated into area planning study to maximize density onsite



## Arlington Mill

- Delivered in 2014
- 122 affordable units. Innovative public-private partnership built atop County-owned parking garage





# CASE STUDY: Arlington Presbyterian Church



- **Faith-based partnership**
  - Arlington Presbyterian Church's vision to serve neighbors and community need for affordable housing
  - Multi-year process to attain necessary approvals from church and County
  - Completed 2019





# The Design



## Affordable Housing

- 173 committed affordable apartments
- 4%/9% tax-credit hybrid financing
- Onsite resident services, community spaces, outdoor garden space
- Certified EarthCraft Multifamily Platinum



## Mixed Use Design

- 9,000 sq. ft. ground floor retail space on Columbia Pike
- Open with fully leased retail spaces:
  - APC for 4,000 sq. ft for civic/community space
  - La Cocina VA -5,000 sq. ft. for Training Kitchen, Small Business Incubator, and Café



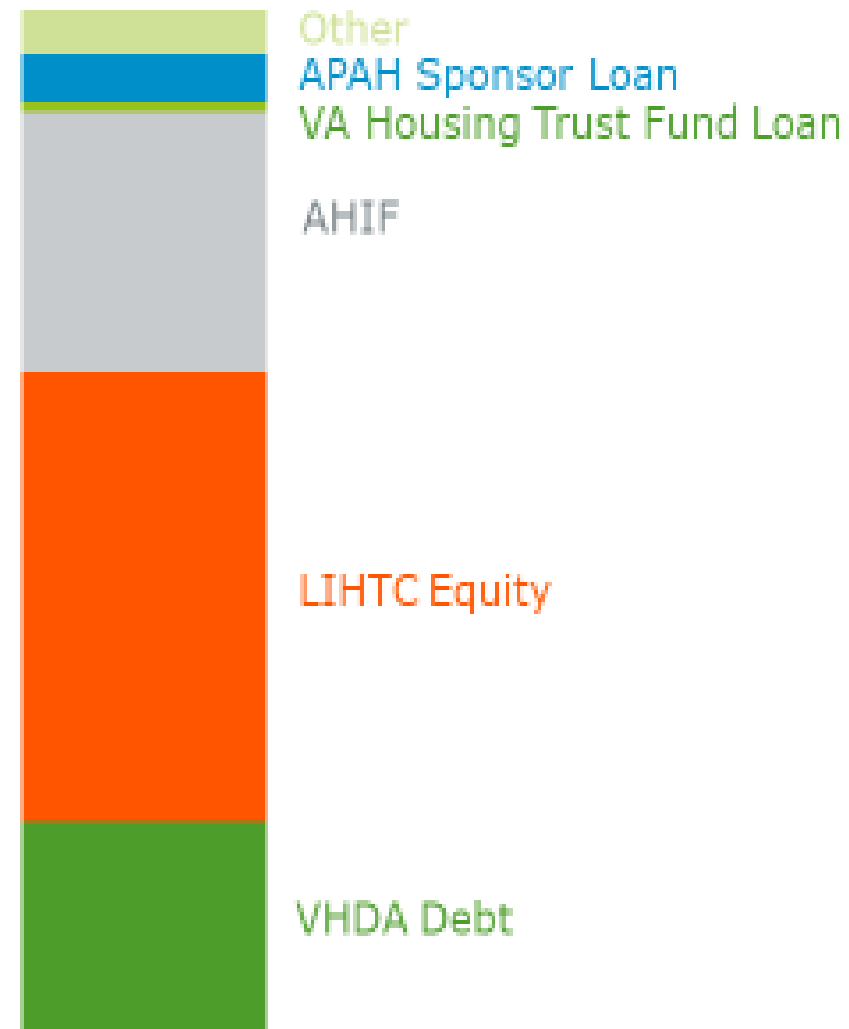




# Project Financing



## Sources



## Uses



**Total Project Sources/Uses**  
**\$70.9 Million**





## CASE STUDY: American Legion Post 139



- 1.3 acre site in the heart of Arlington
- A 1940's facility in urgent need of costly repairs and upgrades
- An aging and declining membership
- Selected APAH through competitive RFP process





## American Legion's Decision



- Excited about affordable homes with Veterans preference
- Needed sophisticated developer to lead lengthy entitlement process and secure complex financing
- Wanted a trustworthy, mission-minded partner





# Lucille & Bruce Terwilliger Place



- Creating 160 new affordable homes
- 50% have Veterans preference
- New, accessible 3,000SF Post on ground floor





# Our Vision: Thriving Community



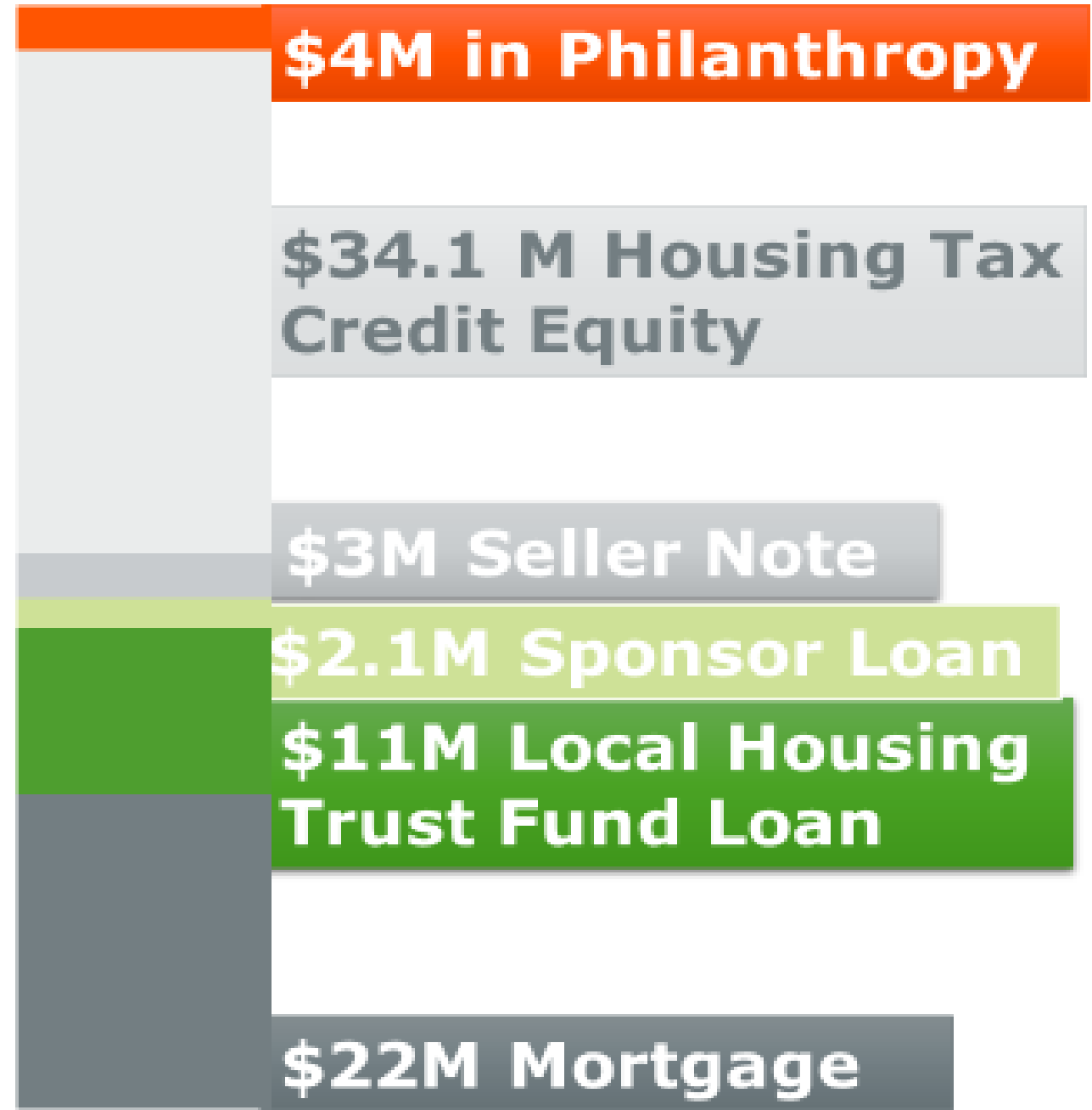


# FINANCING: Public and Private Support for Our Vision



**Total Project Costs= \$75 Million**

**Post 139 will use \$3.5M in sales proceeds to build new on-site facility**





## Timeline for Entitlements and Financing



- **2016 Site Control:** Legion selects APAH
- **2017 Approvals:** County changes Comprehensive Plan
- **2018** County approves Site Plan
- **2019 Financing:** APAH secures competitive LIHTC allocation, Capital Campaign raises funds, secures multiple financing sources
- **2020 Groundbreaking** — construction
- **2022 Grand Opening**— celebrate!





## What Can You Do?



- **Advocate for affordable housing funding** at the federal, state and local level. Tax credits and housing loan funds are essential to provide new affordable housing.
- **Advocate for the creative use of planning** and density tools locally to build more affordable homes where possible.
- **Identify mission-minded partners** with underutilized land holdings, such as houses of worship or Veteran serving facilities.
- **Support nonprofit affordable housing developers** with contributions and volunteer time







# Thank you!



**Nina Janopaul,**  
APAH President/CEO

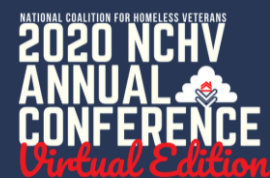
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Vince Kane, Director  
Wilmington VAMC

Bob Looby,  
Past State Commander, The American  
Legion, Department of New Jersey





## Legion & VA Partnership

- NJ Homeless & At - Risk Market
- Project Management Approach
- At – Risk Causations
- Preventative Steps –
  - Housing Our Heroes – Service Providers
  - Symposiums – Developers & Service Providers
- Additional Resources
  - 500 NJ Legion & VFW Posts





# Medical Center Director Perspective

- Two Phases
- Phase 1 is the application and build
- Phase 2 is implementation and sustainment





# VA Medical Center Perspective

## Phase 1

- Partnering (American legion and Community)
- Facilitators define need. Get the right team around the table
- Collaborators
  - Developers
  - tax credits
  - Continuum of care
- Contracting
- Strategic Business partner- more than a Social work perspective
  - Making the numbers work, cost efficiency and effectiveness and linking to VHA goals





# VA Medical Center Perspective

## Phase 2 Implementation and sustainment

- Consulting related to who are the Veterans and what are there needs
  - Medical
  - Mental health
  - SUDS
  - Employment/income
  - Community reintegration
- Referral management
- Support for the community partner
- Consulting on VA services and how community partners access these services
- Safety quality and excellence –zero harm outcome focuses on more than housing health and wellbeing





# A Medical Center Perspective

- Essential to the project is putting Veterans First
- Housing is healthcare
- Partnership is essential
- Ongoing support & continual improvement





# Thank You!

## Q&A

