

# Getting Results in Affordable Housing

## What Makes It Work?

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THE **AFFORDABLE** HOUSING GROUP  
of North Carolina, Inc.



# Who is The Affordable Housing Group of NC? (TAHG)

- Non-profit established in 1966 to address affordable housing issues in rural areas of North Carolina
- Currently work across North and South Carolina in rural, suburban, and urban areas
- Responsible for leveraging financing to develop over 4,000 affordable homes and apartments across the Carolinas.
- Current portfolio includes 743 affordable apartments with over 200 in the planning stages



# What do we do?

## ■ TAHG Program Areas:

- Develop, own and operate affordable housing – usually in partnership with a local non-profit
- Provide technical assistance to local governments, non-profits and faith based organizations
- Provide classroom training including administration of the Association of Housing Counselors










# What Makes Affordable Housing Work?

- Serve the needs of the community
- Assemble the right team
- Do it right – affordable does not mean inferior
- Make sure the numbers work
- Case Study



# Serve the need in the community

## Who to talk to

-  Local Government
-  Local Non-Profits
-  Local Service Providers
-  Neighborhood groups, churches, etc.
-  Potential Partners
-  Know your competition
-  Talk to the folks with the money



# Assemble the Right Team

- Owner/Partner
- Developer
- Investor / Lender
- Legal / Accounting
  
- Architect / Engineer / GREEN
- Contractor
  
- Management
- Service Provider



# Do It Right

- Pick the right site
- Design the right product – attention to detail is critical
- Green/Energy Efficient/Healthy
- Quality construction materials and methods
- Responsible Management
- Responsible Ownership



# Make sure the numbers work now...

## ■ Development Financing

- Do your sources work together
- What is the timing for your applications and when will the dollars be available
- Understand the rules that come with the money
- Know what will happen if things go wrong





# Make sure the numbers work later

## ■ Operating Budget – 30 Years

- Achievable rents – room to go up or down depending upon conditions
- Realistic operating costs
- Who funds the shortfall?
- Who gets the cashflow?
- Asset Management – who is managing your manager?



# Case Study #1 – The Bungalows, Davidson, NC

- Partnership between local nonprofit and TAHG
- City donated the land and street improvements
- Crosland was the contractor
- 32 LIHTC apartments
- Fannie Mae Maxwell Award Winner for Design



# The Bungalows - 2000





# The Bungalows - Now



## Case Study #2 – Cherry Gardens, Charlotte, NC

- Cherry is the oldest african american neighborhood in Charlotte
- Surrounded by affluent neighborhoods and expanding urban uses (community college, hospital, retail)
- Local business man had vision to allow investment without displacing longtime residents – donated the land for senior housing







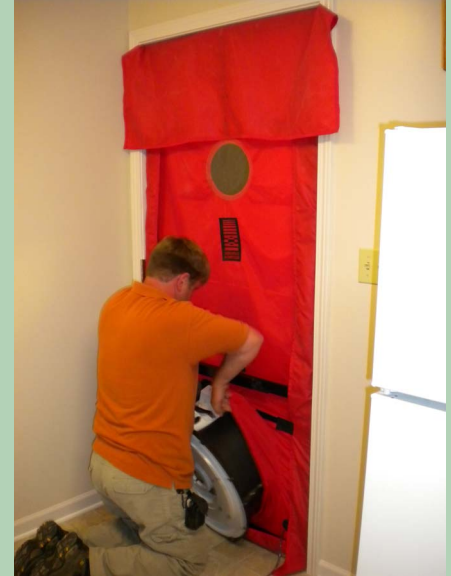
# Cherry Gardens

- Developers: TAHG and Living Gardens LLC
- 506 Avant Street, Charlotte, NC
- 42 affordable apartments for seniors
- Construction completion: April 2010
- Construction Budget: \$3.8 million
- Affordability: 24% to 60% AMI
- LEED for Homes Gold Certification – first in NC



# Cherry's Green Building strategies

- Energy– Efficient windows, insulation, water heaters, Energy Star light fixtures and appliances, & radiant barrier roof decking
- Water- low flow fixtures & toilets
- Construction site recycling
- Spot ERV provides fresh air to each unit
- Indoor Air Quality - Low VOC carpet and paint, low formaldehyde countertops





# Cherry's Green Site strategies

- High density on previously developed site
- Numerous neighborhood amenities and transit within walking distance
- NC native drought tolerant plants & tree preservation
- High efficiency irrigation
- Charlotte's first Stormtech underground stormwater system





# Blueprint North Carolina

- UNC-TV clip from Blueprint North Carolina will be posted on the internet at

<http://www.unctv.org/blueprint/>



Hardly anything is easy  
or a perfect fit on first try



Green affordable housing is achievable if you  
are willing to learn, adapt, and be creative

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