Getting Results in Affordable Housing

What Makes It Work?

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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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