

An aerial photograph of a suburban neighborhood. The houses are arranged in a grid-like pattern with winding streets. The houses have various roof colors, including grey, brown, and white. There are many green trees scattered throughout the neighborhood, and some houses have swimming pools in their backyards. The overall scene is bright and clear, suggesting a sunny day.

# Congregations and Affordable Housing

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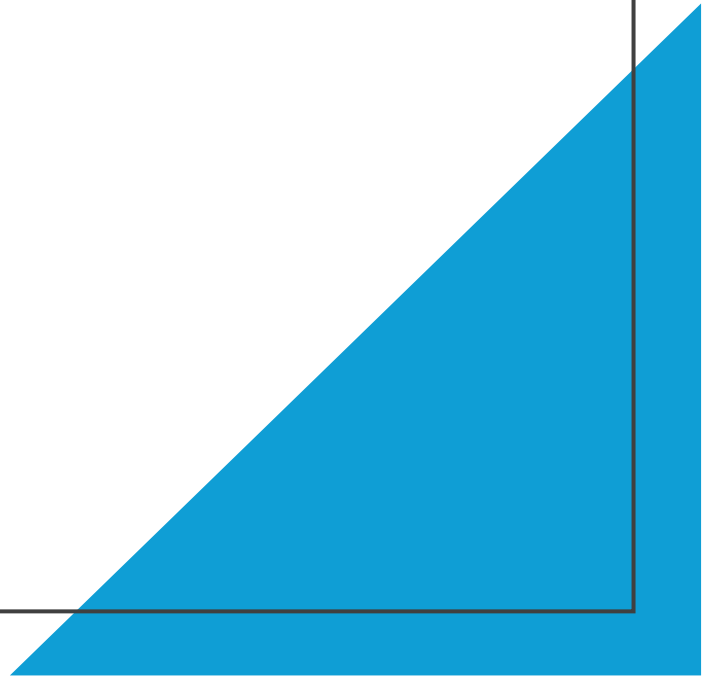
Hosted by: VICPP, VEREP, and IAB

Sponsored by: Virginia Housing and C-VUU



Coastal Virginia  
Unitarian Universalists

**Welcome!**



# Virginia Interfaith Center for Public Policy

Virginia's oldest and  
largest faith-based  
advocacy network



# Virginia Interfaith Center for Public Policy is known for its



EFFECTIVE ADVOCACY –  
WINNING REAL IMPROVEMENTS  
FOR PEOPLE IN VIRGINIA



MULTI-RACIAL, MULTI-FAITH  
AND MULTI-GENERATIONAL  
ENGAGEMENT



BI-PARTISANSHIP – KINDNESS  
AND RESPECT TO ALL



CIVIC ENGAGEMENT – SEEKING  
100 PERCENT VOTING  
CONGREGATIONS

# Issue Focuses

Affordable  
Housing

Criminal  
Justice  
Reform

Health Equity

Working  
Family  
Supports

# Housing issue focuses

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- **Faith in Housing bill:** Making it easier for faith communities to build affordable housing
- **Increasing funding for affordable housing**
- **Increasing protections for tenants**

Join us in advocacy!

[tinyurl.com/vicpp-signup](https://tinyurl.com/vicpp-signup)



# Faith communities want to help

- Many faith communities already do outreach supporting people struggling with housing in their area.
- Congregations are first responders to families' requests for financial help (including rental assistance).
- Attendance at faith communities has declined in recent decades and accelerated since the pandemic.
- More than 30 congregations are at some stage in considering or developing affordable housing.



## Connect with us

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- Kim Bobo, Co-Director
  - [Kim@virginiainterfaithcenter.org](mailto:Kim@virginiainterfaithcenter.org)
- Sheila Herlihy Hennessee
  - Housing lead
  - [Sheila@virginiainterfaithcenter.org](mailto:Sheila@virginiainterfaithcenter.org)

[www.virginiainterfaithcenter.org](http://www.virginiainterfaithcenter.org)







## VIRGINIA EPISCOPAL REAL ESTATE PARTNERS

- Related organization to the Episcopal Diocese of Virginia.
- Formed in 1959 as Virginia Diocesan Homes to promote senior housing.
- In 2024, VEREP (“V-Rep”) changed our name.
- VEREP provides technical assistance and access to grant funding for congregations seeking to use their existing real estate to increase:
  - **discipleship,**
  - **community impact, and**
  - **financial stability.**

Co-Sponsor  
Congregations & Affordable  
Housing Series  
Oct. 2024

Nina Janopaul, President  
Art Bowen, Asst. Treasurer  
Kat Turner, Secretary

# VEREP CURRENT WORK

## Christ Ascension, Richmond

- Secured grant from Virginia Housing for appraisal, title review, zoning analysis, market and feasibility studies. Evaluated options, including affordable rental and homeownership for 2-acre campus

## Iglesia Santa Maria, Falls Church

- Provided “dashboard” analysis of current condition and possible next steps

## Trinity, Arlington

- Provided “dashboard” analysis of current condition
- Beginning process of discernment and predevelopment studies for possible new senior affordable housing

## Advisor Network

- In 2023, conducted an RFP to identify nonprofit developers and consultants available for pro bono and for-fee consulting work to congregations



Christ Ascension  
Richmond

# WHY MISSION REAL ESTATE?

- **Love Your Neighbor As Yourself** (Leviticus 19:18): How might we share the gift of our real estate with our neighbors? Can we grow disciples of God by sharing our resources with others outside our congregation?
- **Act justly and love mercy** (Micah 6:8); Can we use our real estate assets to create a more just and merciful world?
- **Sustain our mission:** Do we have the financial resources to carry out our mission? Are our aging buildings limiting our ability to serve God? Could a new use create financial sustainability?
- **Parable of the Talents** (Matthew 25: 14 – 30): Are our underutilized spaces a buried talent? Are we being good stewards of what God has given us?



Central United Methodist  
Church



# PURPOSE OF WORKSHOP

## Outline Steps for creating housing on faith property:

- **Discernment—**
  - learning about community needs, congregational history, real estate opportunities and building consensus within the congregation
- **Development—**
  - defining real estate potential for housing or other uses, making financial projections, recruiting partner with capacity and integrity, executing approvals, financing and construction
- **Operations--**
  - Living into a new era, building mission in partnership with residents and service providers

## Introduce leaders with experience in this work.

- Speakers available in the Expo for questions and more information

VICPP and VEREP are preparing a video from this series of workshops that will be posted on our websites.



Senseny Place,  
Winchester

# RESOURCES

- **VEREP Website:**

<https://episcopalvirginia.org/organizations/homes/>

- **Contact:** [VEREP@EpiscopalVirginia.org](mailto:VEREP@EpiscopalVirginia.org)

- **Virginia Examples:**

- Arlington Presbyterian: <https://incairnation.org/>

- Resurrection Episcopal:

<https://www.welcometoresurrection.org/about-us>

- Central United Methodist:

<https://www.cumcballston.org/from-dreams-to-reality/>

- **National Resources:**

- Trinity Wall Street Mission Real Estate: [Trinity MRED](#)

- Enterprise Faith Based Dev. Initiative: [Enterprise FBDI](#)

- Notre Dame's Fitzgerald Inst. for Real Estate: [FIRE Aff Hsg](#)



**Church of the Resurrection,  
Alexandria**

# Virginia Housing and Supporting Congregations in Housing

Fall 2024



# Agenda

- Overview of Virginia Housing
- Resources to Support Affordable Housing Development and Capacity Building
- Case Studies
- Wrap Up and Questions

# Overview of Virginia Housing

- Created in 1972 by the Virginia General Assembly
- Mission: Help Virginians attain quality, affordable housing
- Provide mortgages for first-time homebuyers and housing counseling
- Financing for multifamily and neighborhood revitalization efforts
- Engage with the Housing Delivery Network
- Support community planning efforts





# Community Outreach

## Our Approach

Guide partners to appropriate Virginia Housing resources

Support project development

Connect with other resource agencies

Participate in stakeholder meetings, attend and exhibit at conferences, and provide sponsorship opportunities

Virginia  
Housing

50

Home helps  
everyone.

# Who Has Virginia Housing (Traditionally) Partnered With?

Non-profit Housing  
Developers and  
Service Providers

For-profit Housing  
Developers

Local Governments

Public Housing  
Authorities

# Expanding Our Partnerships with Non-Traditional Housing Organizations

Churches and  
Houses of Worship

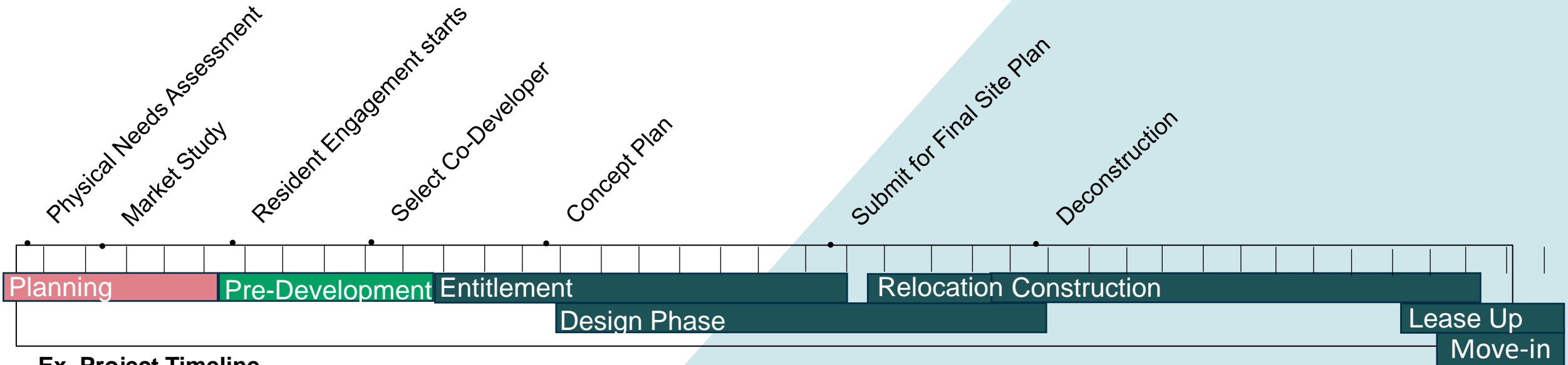
Colleges and  
Universities

Economic and  
Industrial  
Development  
Authorities

Planning District  
Commissions

# Supporting Affordable Housing Planning and Development

## PROJECT MILESTONES



Ex. Project Timeline

## COMMUNITY OUTREACH RESOURCES

### Planning:

Planning Grants support the activities preliminary to affordable housing production in communities.

### Pre-Development :

Community Engagement Grants and Rental Predevelopment Loans can move the project to the next phase of development and planning.

### Development :

Development funding supports the revitalization of communities by helping to transform blighted buildings into affordable housing opportunities.

# Community Impact Grant (CIG) Program

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Community impact grants assist in the facilitation of projects that promote community and economic development and affordable housing



Planning



Development



Innovation

# Planning: Market and Project Analysis

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- A wide variety of study types (\$20,000 each) are possible to assess properties and conceptually plan projects
- You can apply for multiple studies under the same application

Area  
Planning

Project  
Planning

Market  
Assessment

Policy Study

# Planning: Community Engagement Grant

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- Assists with community engagement and development of plans for physical transformation (\$50,000)
- For consultant costs and costs associated with meetings and communications; Multi-Cultural Materials supplement available for translation expenses

Community  
Input Sessions

Neighborhood  
Community  
Planning

Affordable  
Housing  
Awareness

# Developing your Church's Capacity

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Virginia Housing's **Capacity Building Program** supports the development and strengthening of the operations, processes, and resources organizations and local governments need in order to effectively ensure the development and preservation of affordable housing in Virginia. This program provides grants for up to \$20,000

## **Eligibility:**

- Nonprofit Organizations (5013c or 501c6)
- Local Governments
- In existence at least 3 years



# Case Studies

## ASPIRE at Church St. Norfolk, VA



- A partnership between ISSA of Virginia, Inc. and a private developer
- Virginia Housing rental financing resources
- 85 units
- Utilizing a holistic community development model to address food access and youth development

## United Homes Ballston, VA



- A partnership between True Ground Housing Partners (formerly Arlington Partnership for Affordable Housing) and Central United Methodist Church (CUMC)
- Amazon REACH funds and Low-Income Housing Tax Credits
- 144 units co-located in a new church sanctuary space, a daycare, and a commercial kitchen

## The Spire Alexandria, VA



- A partnership between Affordable Homes & Communities (AHC) and Episcopal Church of the Resurrection
- Amazon REACH funds, Low-Income Tax Housing Credits, and rental financing
- 113 units

# Things to Consider on Your Development Journey

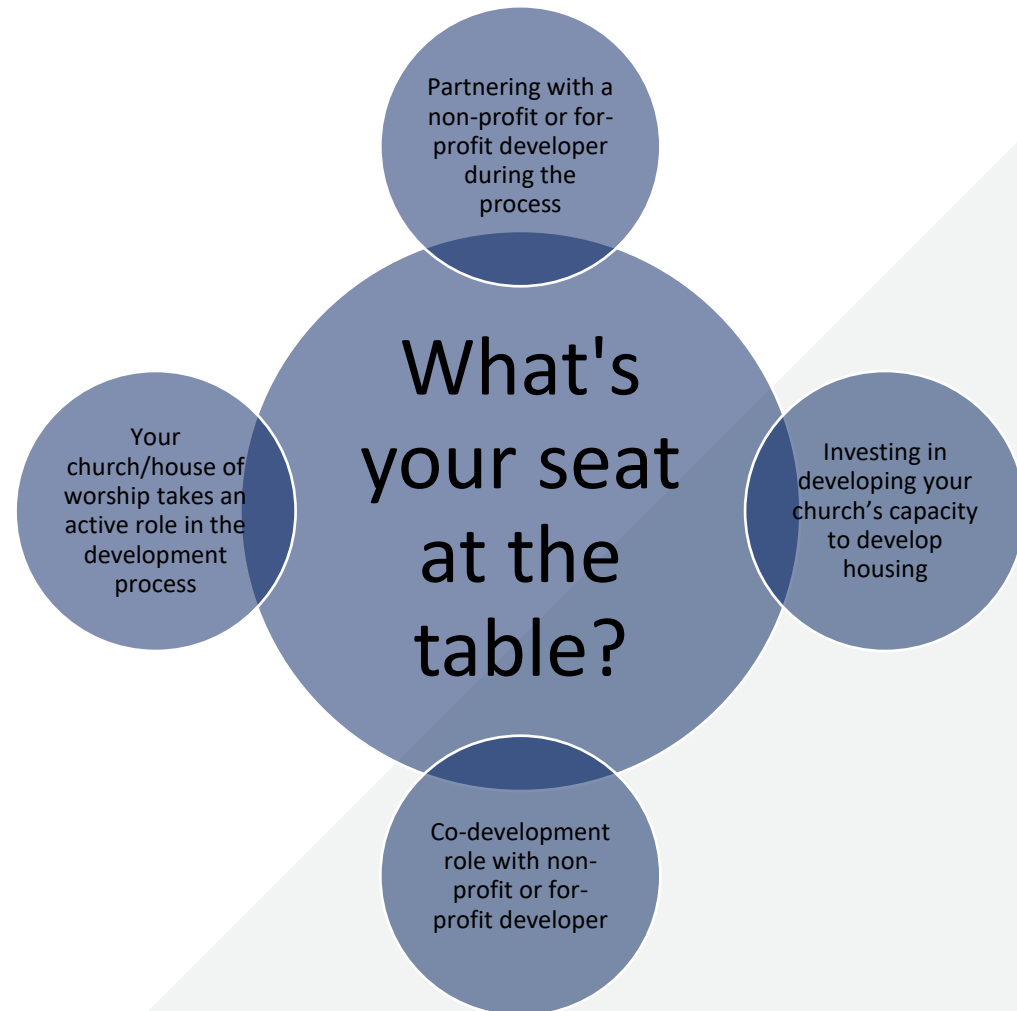
Does your church have a nonprofit arm?

What role do you want to play in the development process?

What are current gaps in skills and knowledge around development?

What relationships do you have with the affordable housing network (i.e. developers, local governments, funders, and community organizations)?

How will you engage the community in the development process to understand housing needs?



# Let's Connect

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**Mariah Williams, Strategic Housing Manager**

[Mariah.Williams@virginiahousing.com](mailto:Mariah.Williams@virginiahousing.com)

**Frank Curbeira, Strategic Housing Officer (Underserved Markets)**

[Frank.Curbeira@virginiahousing.com](mailto:Frank.Curbeira@virginiahousing.com)

**Strategic Housing Newsletter**

[StrategicHousingNewsletter@virginiahousing.com](mailto:StrategicHousingNewsletter@virginiahousing.com)

# How Local Government Assists with Affordable Housing Development

Congregations and Affordable Housing

Sharon Shoff | October 15, 2024



CITY OF  
**VIRGINIA  
BEACH**

# Questions about Development: Start with City Staff

- What can I build on my property/what can I do with an existing building?
- What is the need in the community?
- How do I come up with a development plan and estimate the costs?
- How do I fund and develop the project?
- Who will operate the project over the long term?
  - Tenant Selection and Lease Mgt./Rent Collection
  - Property Maintenance
  - Service Provision

# How VB DHNP Assists Affordable Housing Development

- Facilitate partnerships
- Guide non-profits through City development processes
- Provide Community Development funds from U.S. Department of Housing and Urban Development (HUD) as grants/low interest-rate loans to developers
- Provide HUD Housing Choice Vouchers to developers

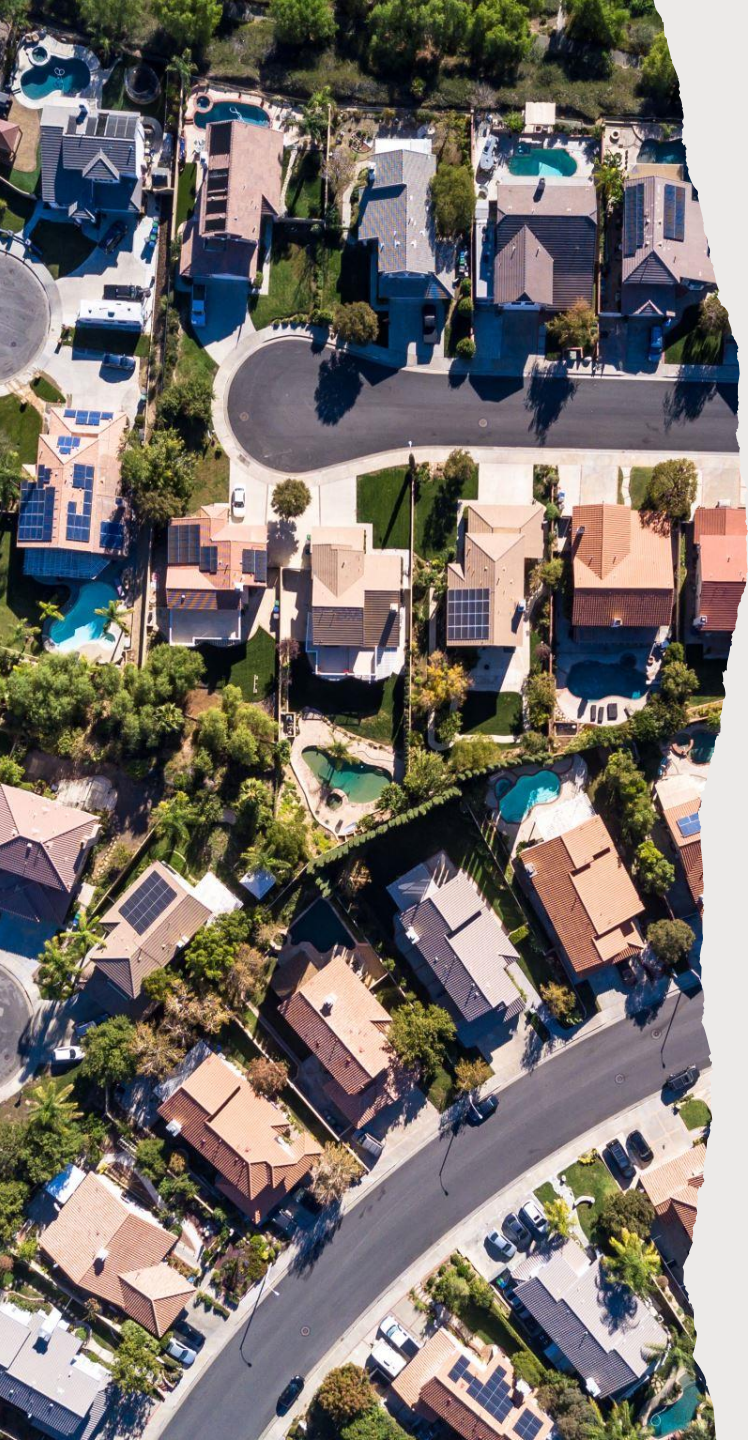
# Questions?

Sharon Shoff, Housing Finance Coordinator

(757) 385-5836 | [sshoff@vbgov.com](mailto:sshoff@vbgov.com)



CITY OF  
**VIRGINIA  
BEACH**



# Discernment

Daniel Pryfogle  
Sympara

Cindy Barnes  
Congregational Consultant

Jay Grant  
LISC of Hampton Roads



# Keeping Faith Through Real Estate Development

Presentation for Congregations &  
Affordable Housing Workshop

October 15, 2024  
Virginia Beach, VA

SYMPARA



**Placemaking:** The intentional design or redesign of settings as livable communities. (*Livable* = walkable, equitable, and sustainable.)

**Sacred/Civic Placemaking:** The reimagination of religious space as common space by faith communities and their neighbors.



# Keeping Faith With Possibility

**Royersford Baptist Church**

*Royersford, PA*

**Vision:** Workforce Housing

**Practice:** Questions to Evoke Clarity

**Key Insight:** We can see more than our present circumstances. (“We shall understand it better by and by.”)



# Keeping Faith With **History**

**Plymouth United Church of Christ**  
*Oakland, CA*

**Vision:** Senior Housing, Intergenerational Housing, and Shared Community Space

**Practice:** Appreciative Inquiry

**Key Insight:** We can reckon with our history and bring forward what is best about our life in community.



# Keeping Faith With the Future

**Union Baptist Church**  
*Durham, NC*

**Vision:** Mixed-Use Development

**Practice:** Design Sprint

**Key Insight:** We can create another way in a gentrifying neighborhood.



# LEARN MORE

Visit [www.sympara.org](http://www.sympara.org).

Use our asset-mapping tool at  
[www.sympara.app](http://www.sympara.app).

Schedule an appointment by  
sending an email to  
[daniel@sympara.org](mailto:daniel@sympara.org).




# Cindy Barnes

## Training:

- Licensed Counselor
- Certified in Equine Assisted Therapy including organizational development
- Leadership Training

## Working with groups:

- Participation in a multi-diocesan group of clergy and lay consultants
- Working with parishes discerning the call for new clergy
- Helping parishes and individual clergy in times of crisis
- Consulting with parishes discerning the future including best life for their buildings including housing



Successful  
discernment  
is a process,  
not an event!

- It involves listening:
  - To each other in the parish
  - To professionals
  - To God's call for ministry
- Talking about history
- Focusing on the needs of the community
- Becoming clear about values
- Praying together
- Working to build consensus
- Recognizing that fear and grief can be barriers to change





# Goals of the Discernment Process

- To build trust and understanding
  - Among individual members of the parish
  - With various groups in the parish
  - With the professionals who provide information and guidance
  - With the diocese
  - With the community near the property
- To become clear about the realistic choices available
- To take the options apart, sift and sort, and listen with a deep heart
- To prepare for consensus when it is time to make decisions



In one parish the key to divisions and disruptions in the process is the openness and transparency of the wardens with the vestry and with the congregation.

An aerial photograph of a city waterfront, likely Hampton Roads, Virginia. The image shows a mix of urban architecture, including several tall, modern skyscrapers and older, multi-story brick buildings. A large body of water, possibly a harbor or river, is visible in the background, with several construction cranes and industrial structures along the shoreline. The foreground features a large, multi-story brick building with a flat roof, surrounded by parking lots and other smaller structures. The overall scene depicts a vibrant urban environment with a focus on housing and development.

# LISC Hampton Roads

A Conversation on Supporting  
Faith-Based Organizations in  
Housing Development

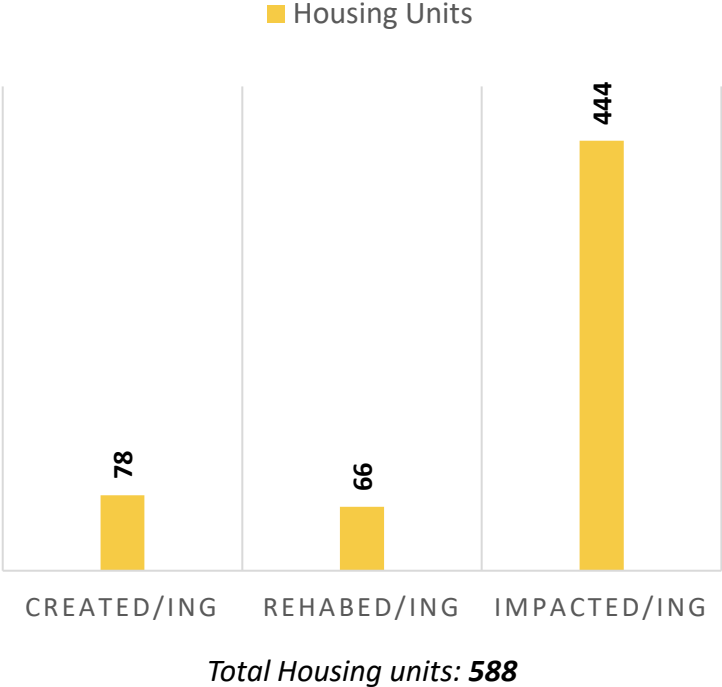
LISC  
HAMPTON ROADS

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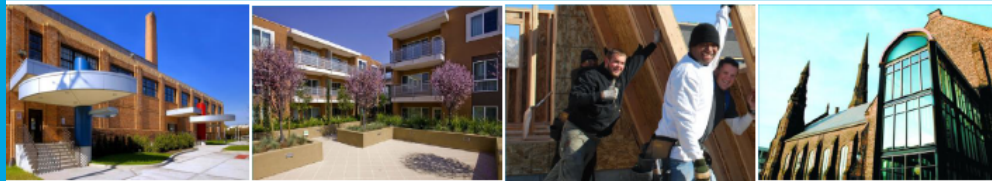
LISC Hampton Roads provides competitive financing products for housing solutions and other community needs. Faith-based institutions can take advantage of these opportunities.

# Affordable Housing Production/Preservation in Hampton Roads

Since 2020, LISC Hampton Roads has created, rehabilitated, or otherwise impacted 588 housing units (some of these units are in process). LISC Hampton Roads has a pipeline of over \$15M all geared towards affordable housing creation.



## Commercial Lending Products



Predevelopment	Acquisition	Construction	Mini-Permanent
<p><b>PURPOSE</b> To pay due diligence expenses, deposits, and other early stage predevelopment costs.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.</p> <p><b>LOAN AMOUNT</b> \$50,000 - \$2,000,000</p> <p><b>INTEREST RATE</b> 7.85% Fixed</p> <p><b>TERM</b> Up to 3 Years</p> <p><b>REPAYMENT</b> Interest-Only Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> Flexible; collateral required for loans above \$500,000</p>	<p><b>PURPOSE</b> To pay purchase price and closing costs for property acquisition.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.</p> <p><b>LOAN AMOUNT</b> \$100,000 - \$10,000,000</p> <p><b>INTEREST RATE</b> 7.85% Fixed</p> <p><b>TERM</b> Up to 3 Years</p> <p><b>REPAYMENT</b> Interest-Only Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> Real Estate Collateral with LTV of up to 85%</p>	<p><b>PURPOSE</b> To pay hard and soft costs of new construction or renovation projects.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.</p> <p><b>LOAN AMOUNT</b> \$100,000 - \$10,000,000</p> <p><b>INTEREST RATE</b> 7.85% Fixed</p> <p><b>TERM</b> Up to 3 Years</p> <p><b>REPAYMENT</b> Interest-Only Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> Real Estate Collateral with LTV of up to 85%</p>	<p><b>PURPOSE</b> To provide longer-term, amortizing loans for certain projects requiring stabilization and / or interim financing prior to permanent financing.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.</p> <p><b>LOAN AMOUNT</b> \$100,000 - \$10,000,000</p> <p><b>INTEREST RATE</b> 8.20% Fixed</p> <p><b>TERM</b> Up to 7 Years</p> <p><b>REPAYMENT</b> Amortizing payments based on a period of up to 25 years depending on project type Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> Real Estate Collateral with LTV of up to 85%</p>

Rates as of 03.01.2024. Rates and terms subject to change, please confirm most current pricing with LISC Program Officer. All loans are subject to underwriting and credit approval. For more information and details on LISC's loan products, visit our website.

## Commercial Lending Products



Permanent	Bridge	Working Capital Line of Credit
<p><b>PURPOSE</b> To provide long-term fully amortizing financing.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; health centers; charter school facilities.</p> <p><b>LOAN AMOUNT</b> \$500,000 - \$10,000,000</p> <p><b>INTEREST RATE</b> 8.20% Fixed</p> <p><b>TERM</b> Typically up to 15 Years, longer on an exception basis</p> <p><b>REPAYMENT</b> Fully amortizing payments Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> 1st lien on Real Estate Collateral with LTV of up to 85%; additional collateral required for any amount in excess of 80% LTV</p>	<p><b>PURPOSE</b> To bridge the timing gap between project or program costs and receipt of cash from committed or anticipated sources.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.</p> <p><b>LOAN AMOUNT</b> \$100,000 - \$10,000,000</p> <p><b>INTEREST RATE</b> 7.85% Fixed</p> <p><b>TERM</b> Up to 3 Years</p> <p><b>REPAYMENT</b> Interest-Only Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> Bridged receipts and / or real estate collateral</p>	<p><b>PURPOSE</b> To provide flexible capital to meet organizational cash flow needs or pay project-based expenses.</p> <p><b>TYPES OF PROJECTS</b> Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.</p> <p><b>LOAN AMOUNT</b> \$100,000 - \$3,000,000</p> <p><b>INTEREST RATE</b> 7.85% Fixed</p> <p><b>TERM</b> Working Capital LOC: Up to 2 Years Project-based LOC: Up to 3 Years</p> <p><b>REPAYMENT</b> Interest-Only Payable Monthly</p> <p><b>LOAN FEES</b> Up to 1.5% of loan amount plus legal fees</p> <p><b>COLLATERAL</b> Flexible; generally secured</p>

Rates as of 03.01.2024. Rates and terms subject to change, please confirm most current pricing with LISC Program Officer. All loans are subject to underwriting and credit approval. For more information and details on LISC's loan products, visit our website.

# Capabilities

- LISC Hampton Roads provides predevelopment, acquisition, bridge, permanent financing, and more to advance housing and community development initiatives
- If enough demand, LISC Hampton Roads could initiate a Faith and Housing program similar to the Bay Area program

# FAITH AND HOUSING

## CAPACITY BUILDING PROGRAM

### LISC BAY AREA



### PROGRAM OVERVIEW

Local Initiative Support Corporation (LISC) Bay Area is excited to invite faith and community-based organizations to join the next cohort of Faith and Housing! Faith and Housing provides training, peer to peer learning, and access to development experts, coaches, and skilled practitioners. Faith- and community-based organizations use these resources to explore the feasibility of affordable housing development on their land. For those who decide to move ahead, LISC supports organizations in their journey to select an affordable housing developer and enter an equitable joint venture partnership.

Developing affordable housing requires specialized knowledge and relationships to successfully navigate project management, funding, deal structuring, and more. This program is provided free-of-charge to participants, thanks to generous funding support from our partners. Program components include:

#### LEARNING LAB

will include a) technical workshops covering the various topics in affordable housing development and b) opportunities to connect with and learn from other faith and community organizations, and c) access to monthly office hours where participants can speak 1:1 with LISC staff or program consultants and ask questions about their projects, topics covered in the learning lab, etc.

#### INTENSIVE TECHNICAL SUPPORT

includes one year of individualized and intensive technical assistance to help faith and community organizations assess feasibility and move towards selecting a development partner and entering into a joint venture partnership. LISC supports the faith organization in selecting a development coach of their choice and provides resources for modest predevelopment activities. Participant organizations develop a workplan to guide their work, with individualized milestones to be met along the way.

#### GRADUATE SUPPORT

After 'graduating' from the year-long intensive support, LISC continues to offer support and advising to program participants. Organizations are invited to continue participating in Learning Labs, and will be eligible for additional resources, including forgivable loans of up to \$150,000, as funds are available.

# About LISC Hampton Roads

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- Opened in 2020 as the 34th office of LISC's national network.
- A Community Development Financial Institution (CDFI) dedicated to resilient, inclusive communities.
- Despite pandemic challenges, opened doors to serve the community.
- Partnered with Sentara Healthcare to address social determinants of health.
- Focus on factors beyond clinical care, impacting 80% of health outcomes.
- Committed to breaking disparities, investing in education, housing, and local businesses.
- Goal: Create safe, healthy environments in historically underserved areas

# The Team

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**Jay Grant**  
**Executive Director**



**Rosalynn Wolfe**  
**Program Officer –  
Economic Development**



**Richard Tobie**  
**Assistant Program Officer**



**Kelley Hohorst**  
**Development Officer**



**Ginnele Shonyo**  
**Lending Program Officer**



# Contact

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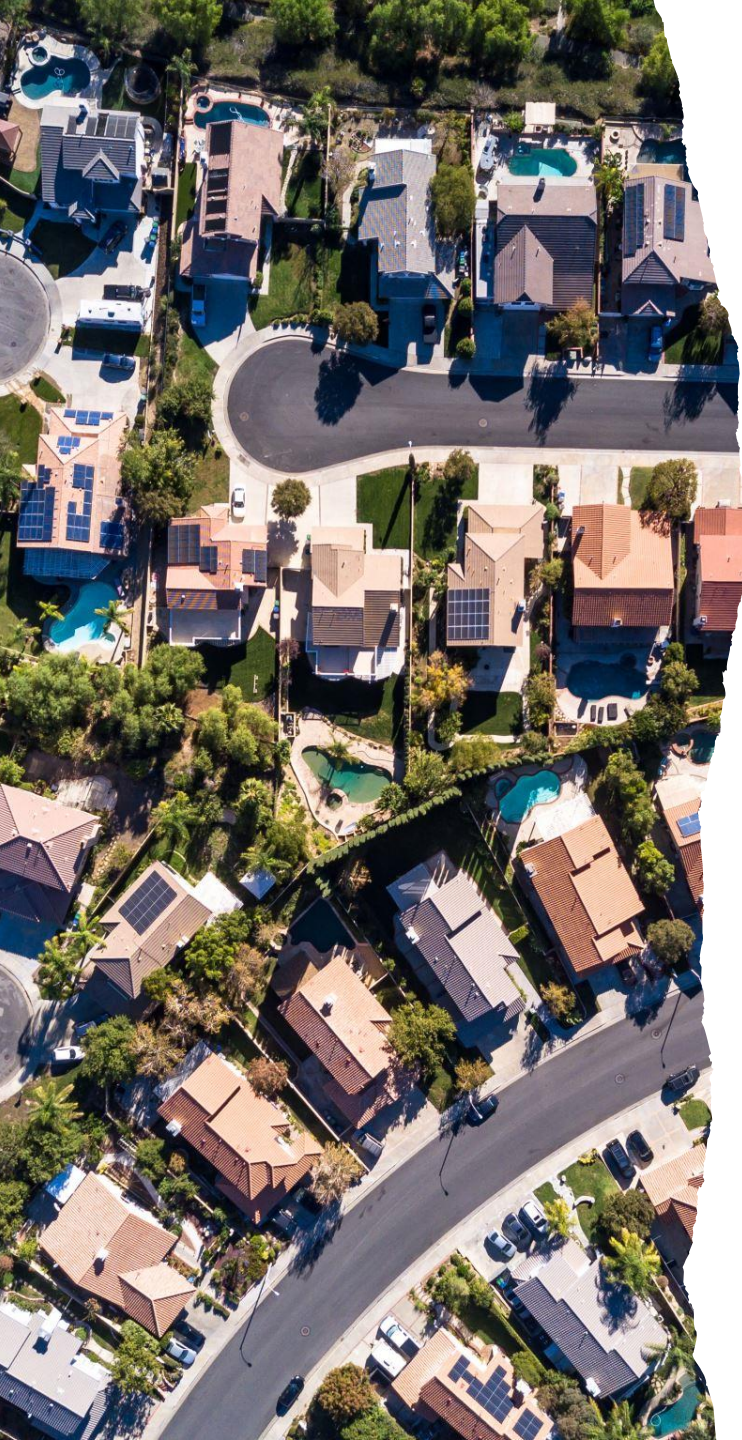
**Jay Grant**

Executive Director, LISC Hampton Roads

739-B High Street  
Portsmouth, VA 23704

757.512.6729

[jgrant@lisc.org](mailto:jgrant@lisc.org)



# Discernment

Panel Discussion

Moderator: Sheila Herlihy Hennessee

# Development

Joel Gilland

Wesley Community Development Corporation

Tarvaris McCoy

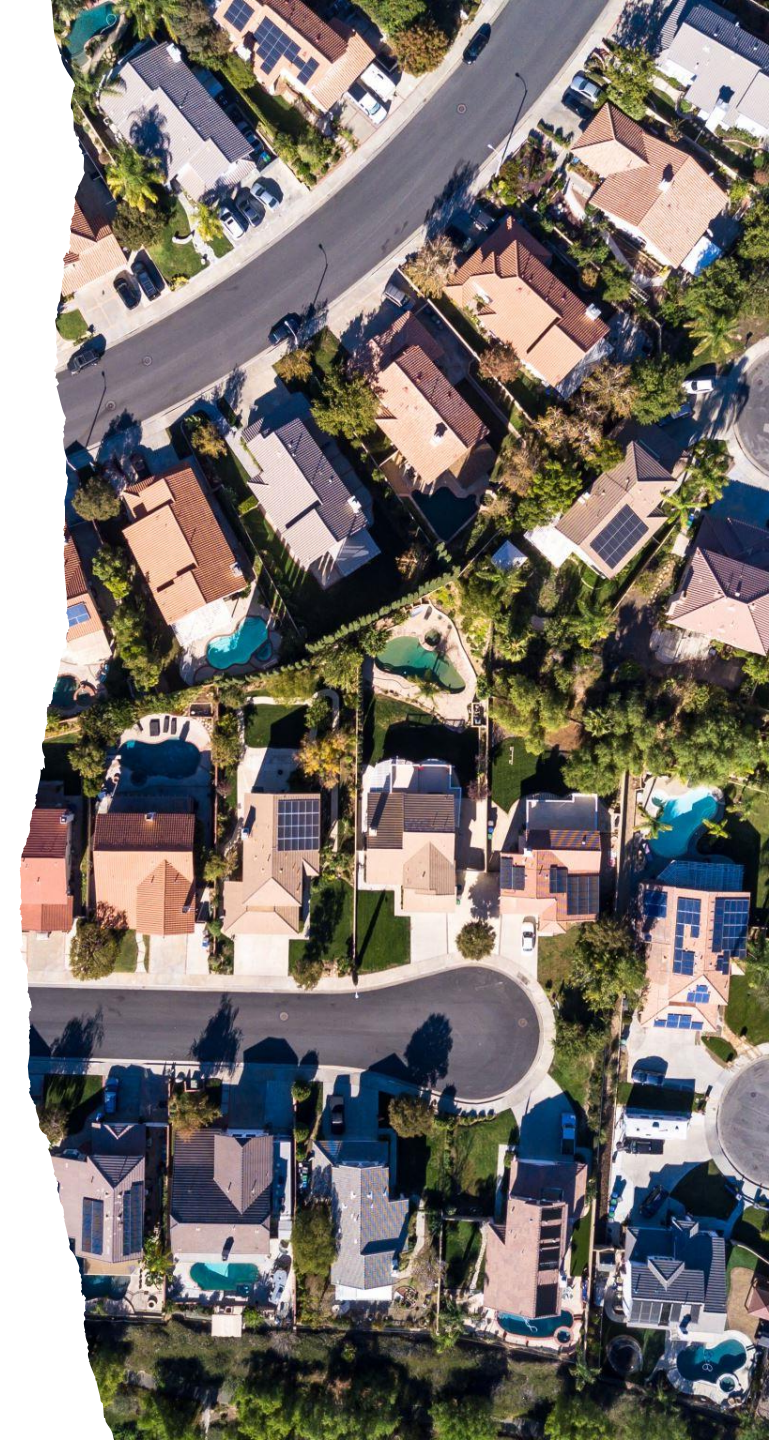
The Real McCoy Companies, LLC

Rev. Dr. Jerry Homes

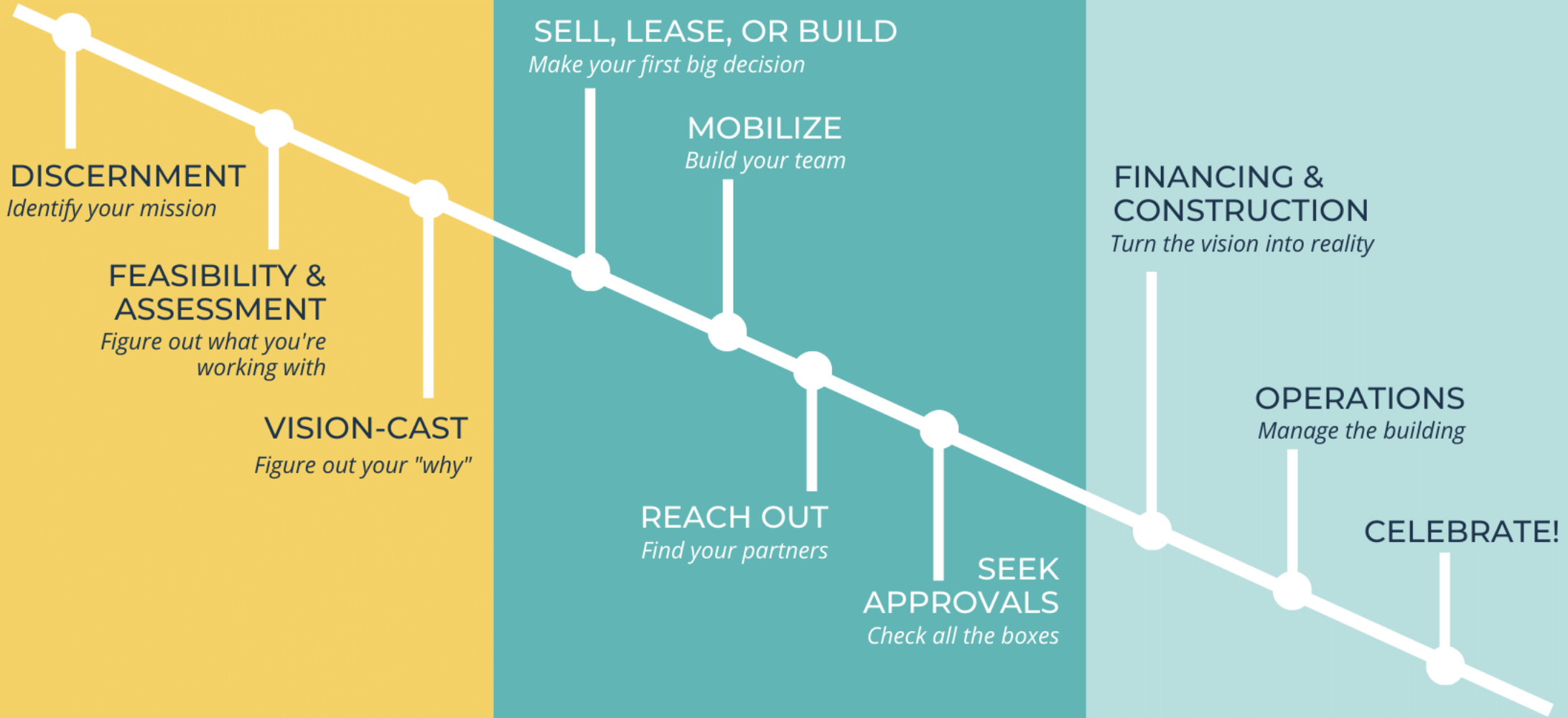
Historic First Baptist Church, and ASPIRE

Jessica Guglielmo

Housing Development Corporation of Virginia Beach



# HOUSING DEVELOPMENT 101





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REIMAGINE REPURPOSE REDEVELOP



**Started in 2002 with a grant from The Duke  
Endowment of \$1.5 million**

# AFFORDABLE HOUSING

- **85 Single Family Homes**
- **1 UMAR House**
- **9 Low Income Housing Tax Credit Projects**
- **Partnership- 6 Complexes**
- **1,094 Units of Affordable Housing**







# COACHING AND CONSULTING

367 church consultations

75 classroom participants

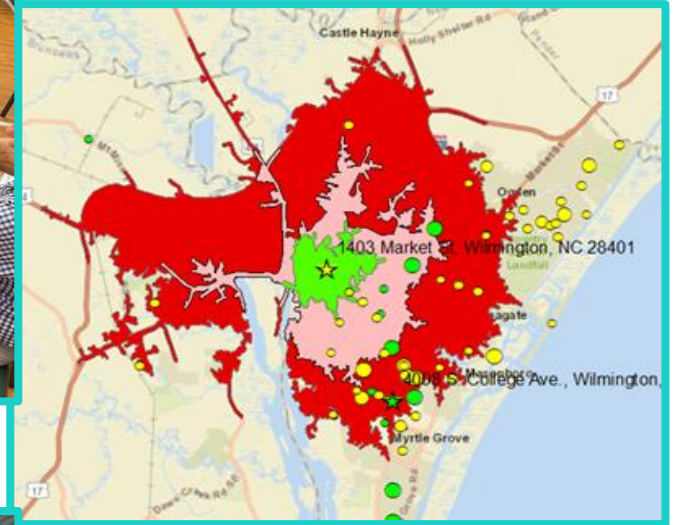


SITE ANALYSIS

GEOGRAPHICAL STUDIES

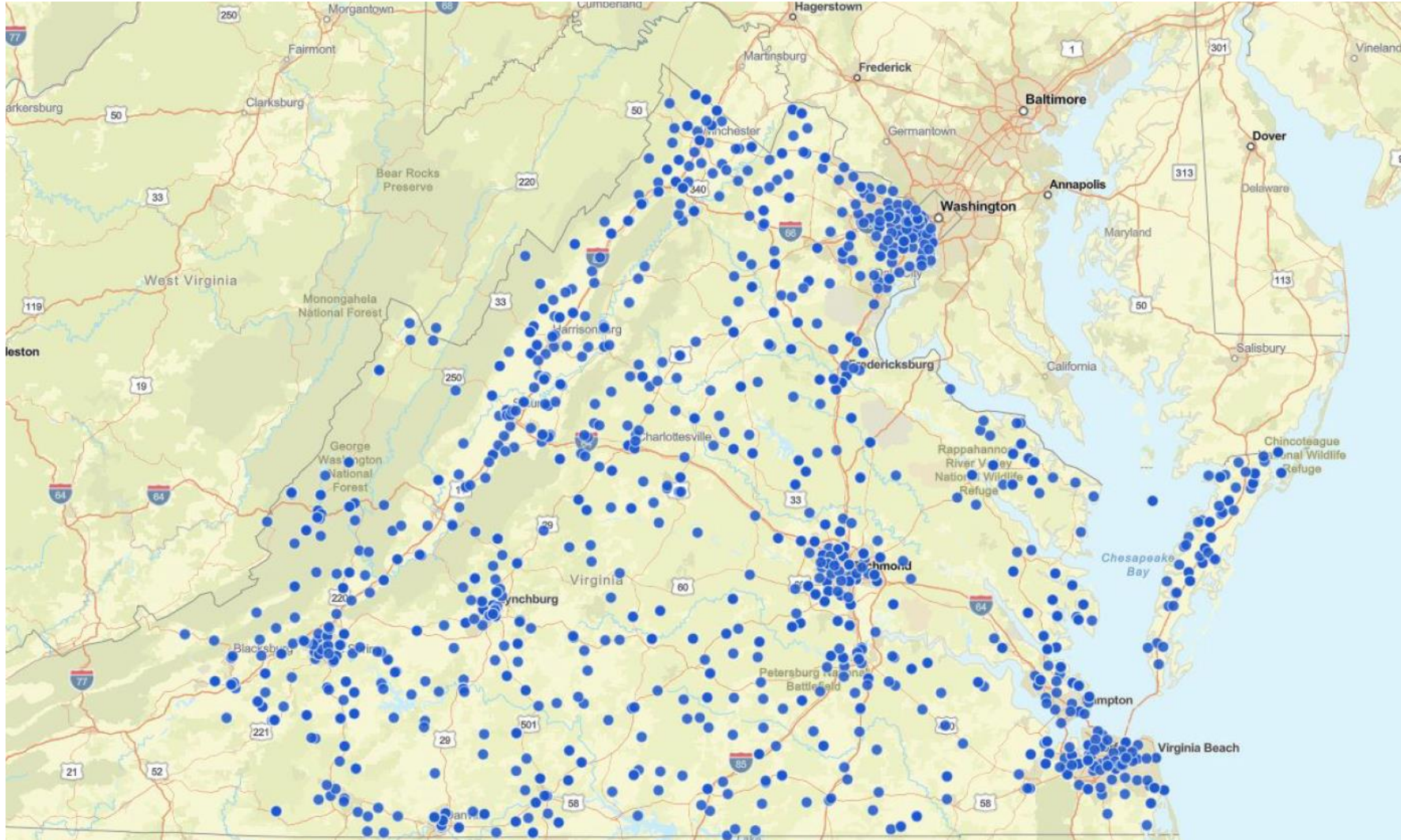
PROPERTY EVALUATION

REDEVELOPMENT



# VIRGINIA UNITED METHODIST PROPERTIES

## VIRGINIA CONFERENCE





**Developed, redeveloped or partnered in  
\$182.6M of property  
1,475,956 square feet**

**Development** 

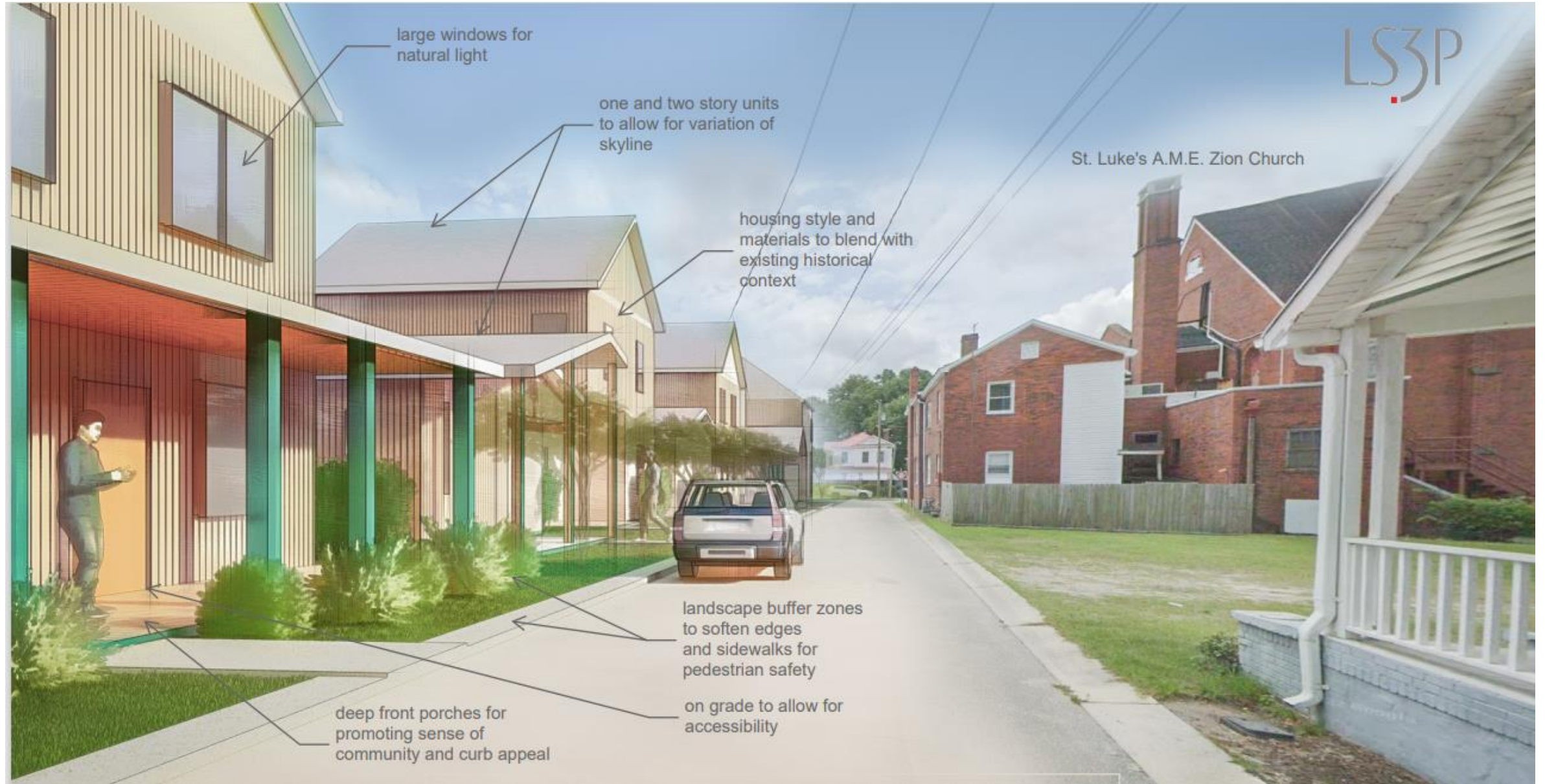


# REPURPOSE FOR MINISTRY

Provide a women & children's shelter in a closed UMC



# SUPPORTIVE HOUSING



# REPURPOSE



Ground lease from WNCC Board of Trustees  
for 73 units of Senior Affordable Housing  
3.19 Acres

# JOINT VENTURE



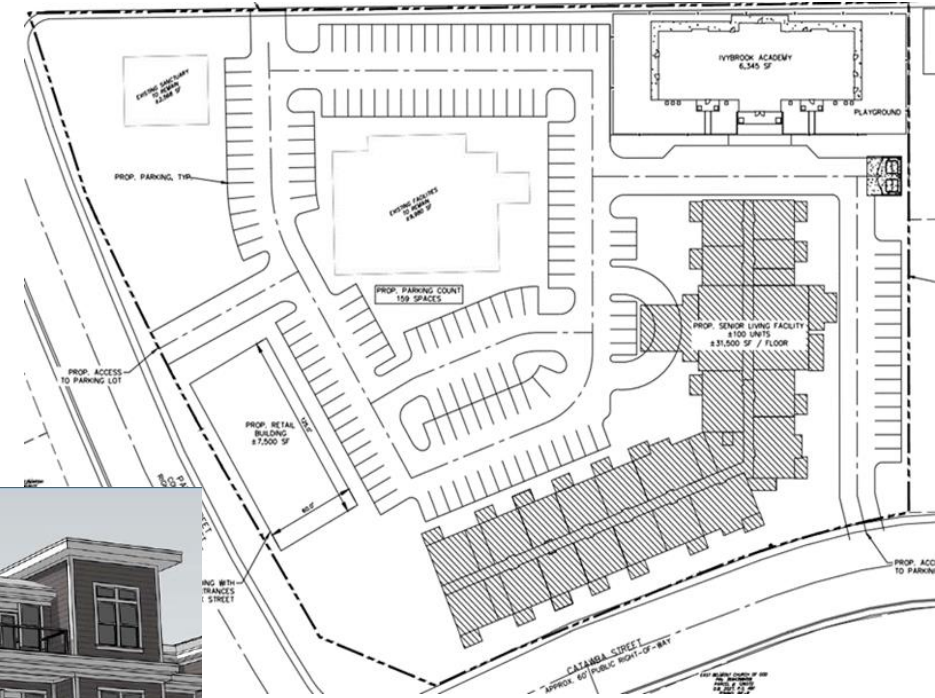
- Merged Churches developing one site
- Church puts in no cash, signs for no debt
- 34 Townhomes
- 1.74 Acres

# MULTI-USE DEVELOPMENT

## Campus Redevelopment

Ground Lease Preschool

Ground Lease Senior Living





# PRESERVING HISTORY



**PARK PLACE SEASONED  
CITIZEN WELLNESS CENTER**



# THE DEVELOPMENT TEAM



## THE TEAM

- **KELVIN HANSON, PRESIDENT, THE HANSON COMPANY**
- **TARVARIS MCCOY, PRINCIPAL, THE REAL MCCOY COMPANIES**

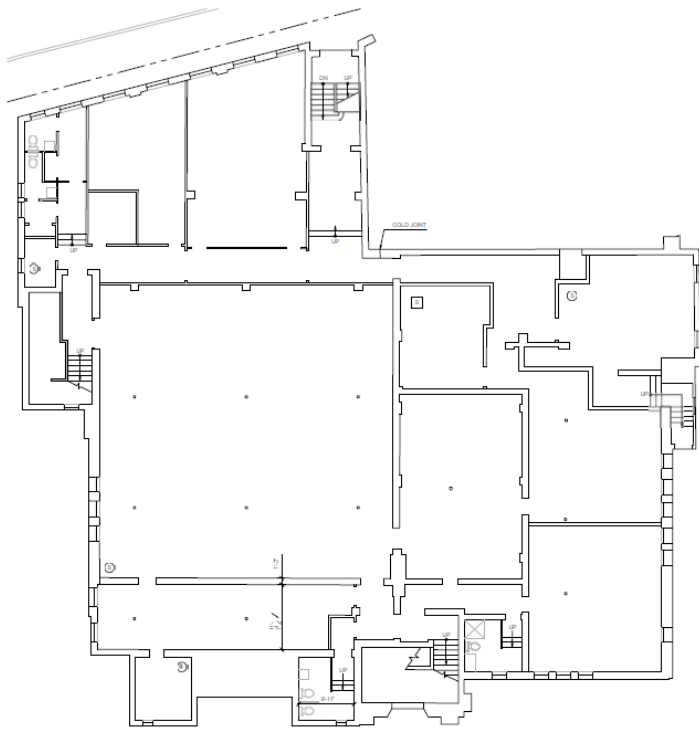
# THE PROJECT

PARK PLACE BAPTIST CHURCH

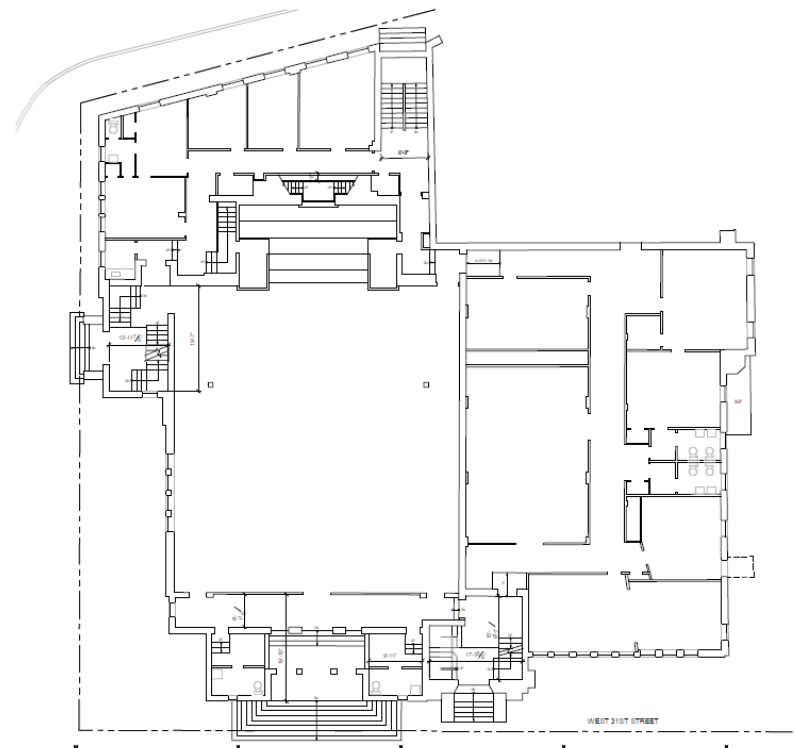
431 W. 31st Street

Proposing: Seasoned Citizen Wellness Center  
With 60+ Independent Living Senior Apartments



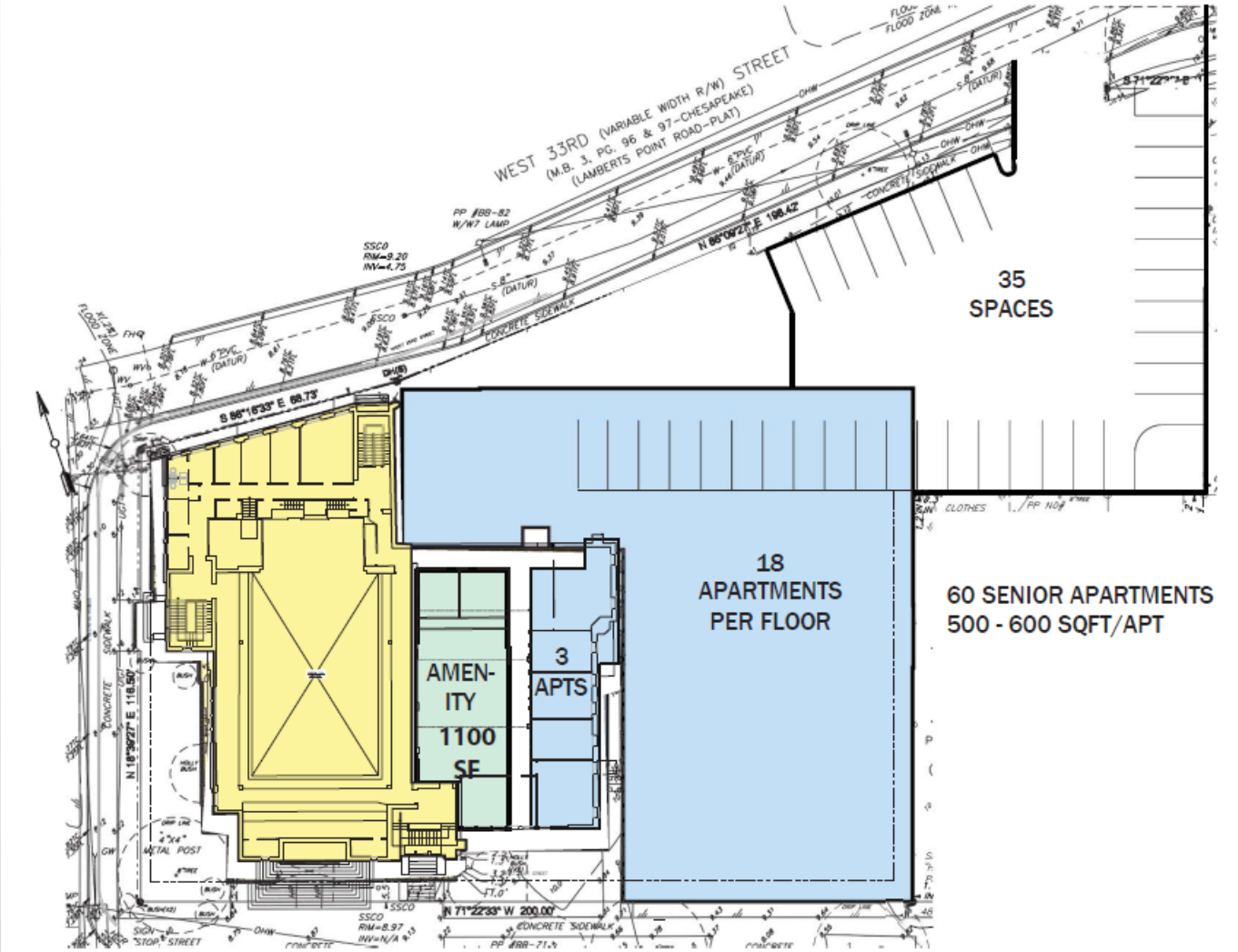


**BASEMENT: 10,000 SQFT**



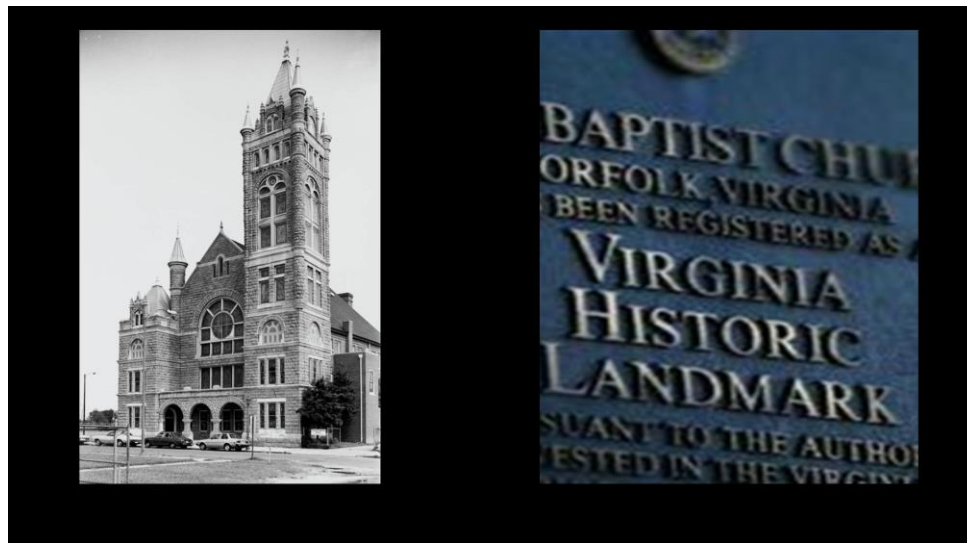
**GROUND FLOOR: 10,000 SQFT**

# PROPOSED PLANS





**ISSA of Virginia, Inc.**



ISSA of Virginia is a 501(C)(3) non-profit Community Development Corporation (CDC) based in Norfolk Virginia, birthed by the Historic First Baptist Church of Norfolk located on Bute Street as an independent vehicle designed to create, partner, leverage, and encourage community development projects that will benefit the Hampton Roads and the Greater Norfolk community at large.

The mission of ISSA of Virginia (ISSA) is to provide programs, offer services, and engage in activities that promote and support community development in the City of Norfolk, Virginia and in the greater Hampton Roads geographical area. ISSA's primary focus is serving lower-income residents in Norfolk to enhance the quality of life in this geographical area through, but not limited to, the development of affordable housing, providing fresh nutritional food options and financial literacy education. The Corporation is involved in a variety of activities including economic development, education, community organizing and real estate development.





645 Church St,  
Norfolk, VA 23510



Aspire Apartments  
September 5, 2023







## **CONGREGATIONS and AFFORDABLE HOUSING WORKSHOP**

**Virginia Beach Community Development Corporation  
October 15, 2024**

# Presenter Introduction

Resident of Virginia Beach since 1994

Mom of two adult children

Virginia Beach Homeowner

30 years experience in affordable housing and program  
development and operations

President and CEO, VBCDC since 2020

Co-Chair Housing Advisory Board City of Virginia Beach

# VBCDC Overview

Created in 1985

Non-profit 501(c)3 organization

VBCDC's mission is to provide affordable housing opportunities for low- and moderate- income individuals and families and assist the City with neighborhood revitalization.



# VBCDC Current Activities

- VBCDC owns and operates **520 affordable housing homes** serving low-income individuals and families, persons with developmental and mental health disabilities, homeless families and individuals, and homeless and disabled veterans.
- VBCDC is a **leader in the region** serving vulnerable veterans and their families by providing critical housing programs and supportive services and financial assistance.
- VBCDC serves approximately **3,300 persons** each year through attainable housing programs and supportive services.
- VBCDC's assessed property value = **\$61,339,500.**
- Annual budget for FY 2022-2023 is **\$9,560,000.**

# Affordable Housing Development Scattered Site Model





# Affordable Housing Development Scattered Site Model



# Affordable Housing Development

## Multifamily New Construction – Housing Tax Credits



# Affordable Housing Development

## Multifamily New Construction – Housing Tax Credits

- DHCD Neighborhood Stabilization Program
- City of Virginia Beach HOME Funds
- VHDA REACH Loan
- Housing Tax Credit Equity
- DHCD HOME Loan
- Developer Contribution/Private Grants
- Wells Fargo Priority Market Grant
- City of Virginia Beach/HUD Project Based Vouchers

Total Project Cost: \$6.6 million

# Affordable Housing Development

## Multifamily New Construction – Housing Tax Credits



# Affordable Housing Development

## Multifamily New Construction – Housing Tax Credits

- Land donation
- Housing Tax Credits
- Federal HOME and CDBG Funds
- Federal Housing Trust Fund (DHCD)
- State Housing Trust Fund (DHCD)
- HOME Funds (DHCD)
- Federal Home Loan Bank of Atlanta
- Home Depot Foundation
- Hampton Roads Community Foundation

Total Project Cost: \$11.5 million

# Affordable Housing Development

## Multifamily New Construction/Public Private Partnership



# Affordable Housing Development

## Multifamily New Construction/Public Private Partnership



# Affordable Housing Development

## New Construction Multifamily/Public Private Partnership

- Key Partnerships
  - City Human Services Department
  - Biznet, Inc./Hearts and Homes
  - Seniors Unlimited Lifestyles, Inc.
- Land donation
- City Grant Funds – Department of Human Services
- CDBG Grant Funds – Department of Housing and Neighborhood Preservation
- Federal Home Loan Bank of Atlanta
- Private Donations



# Affordable Housing Development

## New Construction Multifamily/Public Private Partnership



# Affordable Housing Development Preservation



# Affordable Housing Development Preservation



# Affordable Housing Development Coming Soon

## Tranquility at the Lakes II

Nonprofit partnership: VBCDC and Seniors Unlimited Lifestyles Inc.

City of Virginia Beach committed:

- 20 Project Based Vouchers
- \$1,250,000 in HOME funds

Project serves **38 low-income Seniors**

Burton Station Neighborhood



# Challenges

Need/Demand

Availability of Funds

NIMBY

Lack of Awareness

Land availability

High cost of housing

Lack of For Sale Opportunities

# Questions

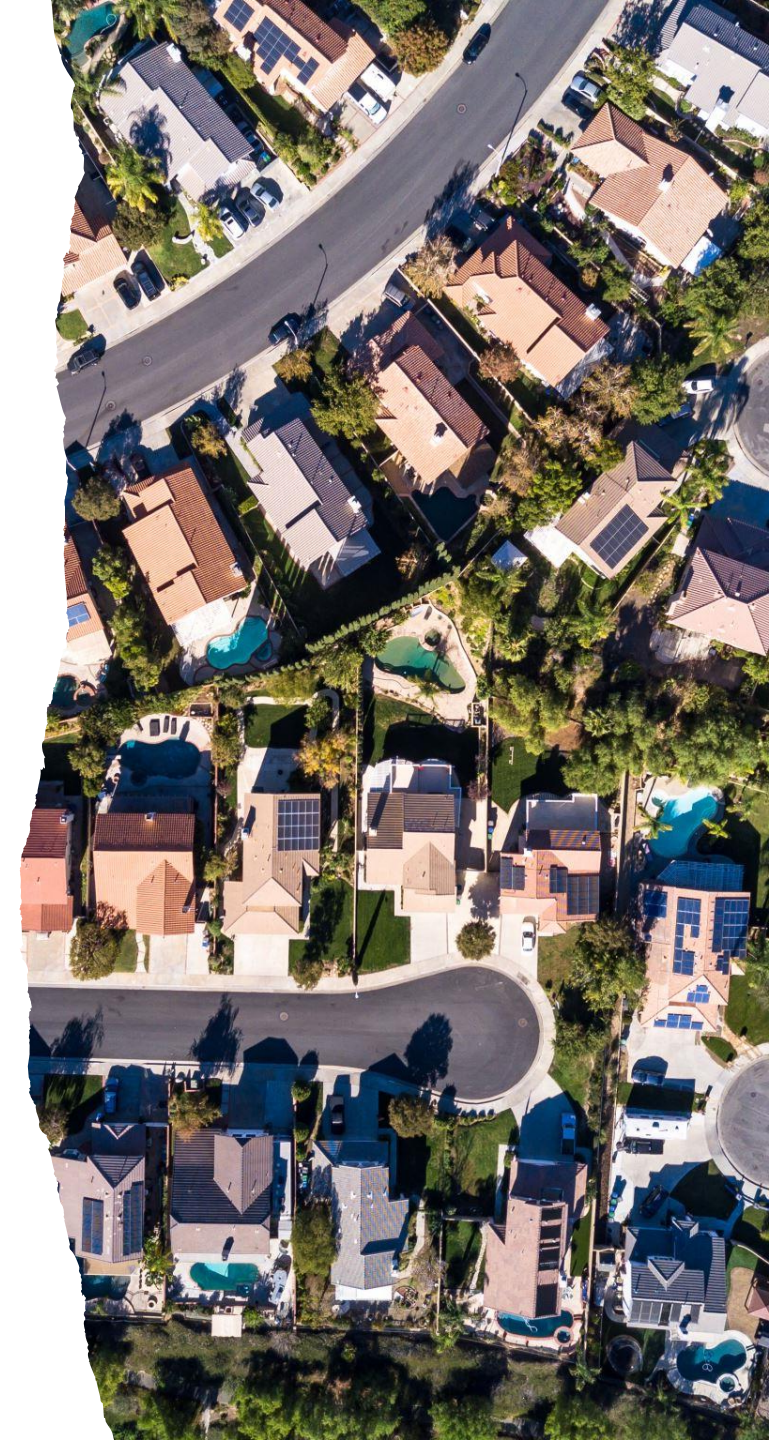
Jessica Guglielmo  
President and Chief Executive Officer


(757) 500-2745  
[jguglielmo@vbcadc.org](mailto:jguglielmo@vbcadc.org)

# Development

Panel Discussion

Moderator: Nina Janopaul



An aerial photograph of a suburban neighborhood. The houses are mostly two-story with brown or grey roofs. Many have swimming pools in their backyards. Some roofs have solar panels. There are green lawns and trees scattered throughout. A paved road with a yellow center line runs through the neighborhood. The image is partially obscured by a white, torn-edge graphic on the left side.

# Operations & Other Mission Uses

Andy Friedman  
Progressive Housing Solutions

Courtney Pierce  
Interfaith Alliance at the Beach

Robin Gauthier  
Samaritan House



# **INTERFAITH ALLIANCE AT THE BEACH**

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# IAB

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## Who Are We:

The Interfaith Alliance at the Beach (IAB) is a coalition of faith based congregations, nonprofit organizations, and City service providers working to address unmet needs and social justice issues through community collaboratives and nonpartisan advocacy.

# IAB

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Interfaith Alliance at the  
Beach Affordable  
Housing Collaborative



## The Affordable Housing Collaborative

We bring together faith-based organizations, local leaders, and advocates to address the growing need for affordable housing in the coastal region. The collaborative works to develop sustainable solutions, foster partnerships, and advocate for policies that ensure access to safe and affordable housing for all residents.

# IAB

- Education
- Partnership
- Faith Community
- Forums
- Policy



# IAB

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<https://www.interfaithalliancevb.com>

Courtney Pierce

[c.alexperce@gmail.com](mailto:c.alexperce@gmail.com)

# The Hallow by Samaritan House

SEPTEMBER 15<sup>TH</sup>, 2024



# The Hallow

- ▶ The Hallow by Samaritan House provides safety, builds resiliency, and instills hope for female survivors of sex trafficking, up to eight girls, ages 11-17
- ▶ Includes safe and secure housing along with specialized trauma-informed services to address their victimization
  - ▶ Licensed by the Department of Behavioral Health & Developmental Services
  - ▶ Principles of trauma-informed design throughout the building
    - ▶ Open living and dining area, kitchen, classroom, recreations room, sun porch, soft interview room, 8-bedrooms, 1 ADA bedroom/bathroom, 3 staff offices, staff bathroom
- ▶ Named “The Hallow” (by donor) because it was built on *hallowed ground*



# Development of The Hallow

*“The development of The Hallow was beyond innovative; it was a public, private, and spiritual joint venture!”*



- ▶ The project partners include...
- ▶ Local church willing to share their land,
- ▶ Two dioceses willing to come together to sell the land,
- ▶ Committed non-profit organization,
- ▶ Essential private donors,
- ▶ City of Virginia Beach ARPA funding,
- ▶ Builder that gave a significant amount of in-kind work
- ▶ and, their vendors commitment to assist with the development



# Securing a Site/Development

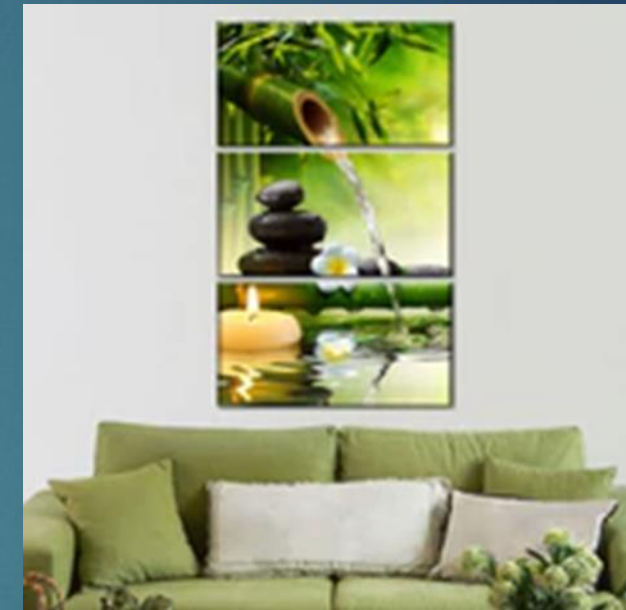
## Conditional Use Permit



- ▶ July 2019, started a capital campaign
- ▶ September 2019, approached staff at the City of Virginia Beach Department of Housing
- ▶ October 2019, met with The Church of the Holy Apostle's
- ▶ June 2020, secured builder, architect, engineer
- ▶ November 2020, closed on land purchase
- ▶ April 2021, presentation to Virginia Beach Planning Commission
- ▶ June 2021, Virginia Beach City Council approved request
- ▶ January 2022, Groundbreaking Ceremony
- ▶ February 2022, received ARPA grant from the City of Virginia Beach
- ▶ April of 2024, Certificate of Occupancy
- ▶ October 2024, License from DBHDS (Department of Behavioral Health & Developmental Services)
- ▶ November 1, 2024, Ribbon Cutting – Official opening

# Trauma Informed Design

Cool colors like blue, green, and purple have a calming effect



Elements of a  
biophilic  
design















# Contact Information

Robin Gauthier [robing@samaritanhouseva.org](mailto:robing@samaritanhouseva.org)

Kara Flake [karaf@samaritanhouseva.org](mailto:karaf@samaritanhouseva.org)



## Need help?

757-430-2120

Samaritan House Crisis Line

Hours: 24 hours, 7 days a week

Website:

<http://www.samaritanhouseva.org>

1 (888) 373-7888

National Human Trafficking Hotline

Hours: 24 hours, 7 days a week

Languages: English, Spanish and 200 more languages

Website: <http://humantraffickinghotline.org>

# Operations & Other Mission Uses

Panel Discussion





Join us at  
the Expo!

