



HDC
MidAtlantic

Affordable Housing

*Why it matters and how we
make it happen*

Hourglass Foundation Presentation

Friday, March 4, 2022



ABOUT US



50 years.

**50,000
people
with a
place to
call home.**



https://youtu.be/n4x-mOkD_Qw



HDC
MidAtlantic

Over 4,300 Residents

55 Communities
2,953 Apartments
PA, DE, & MD

Urban, Rural and
Suburban

Seniors, Families,
Special Needs

Affordable Housing,
Property
Management
Resident Services

- ❖ We are trusted resident advocates, developers, property managers, community partners, and collaborators.
- ❖ Our ***mission*** is to build hope and opportunity for all residents to reach their full potential by creating, preserving, and strengthening affordable housing communities.
- ❖ Our ***vision*** is for a world where a safe, welcoming affordable place to call home is open to everyone.
- ❖ We believe that ***housing is a human right*** and the cornerstone of growth and stability for individuals and families.



OUR APPROACH

- ✓ People-Centered
- ✓ Community-Based
- ✓ Values-Driven
- ✓ Partnership-Oriented
- ✓ Equity-focused



Our Commitment to Racial Equity

HDC envisions a world where a safe, affordable, and welcoming place to call home is open to everyone. This vision cannot become a reality until America fully comes to terms with its legacy of systemic racism. HDC will advance social justice advocacy and racial equity, diversity and inclusion in our organization and in communities that we serve.

We will do everything we can to break down barriers and increase access to affordable housing. We believe housing is a human right; that all people should be able to achieve their full potential in life, regardless of race, ethnicity, or the community in which they live.

Furthering systemic change takes every one of us stepping up to do better. We are humbled by the long-term commitment and open dialogue that racial equity work requires. We will evolve and grow to create a culture of collaboration and continuous learning as we honor diverse perspectives and experiences to create meaningful change in our communities.

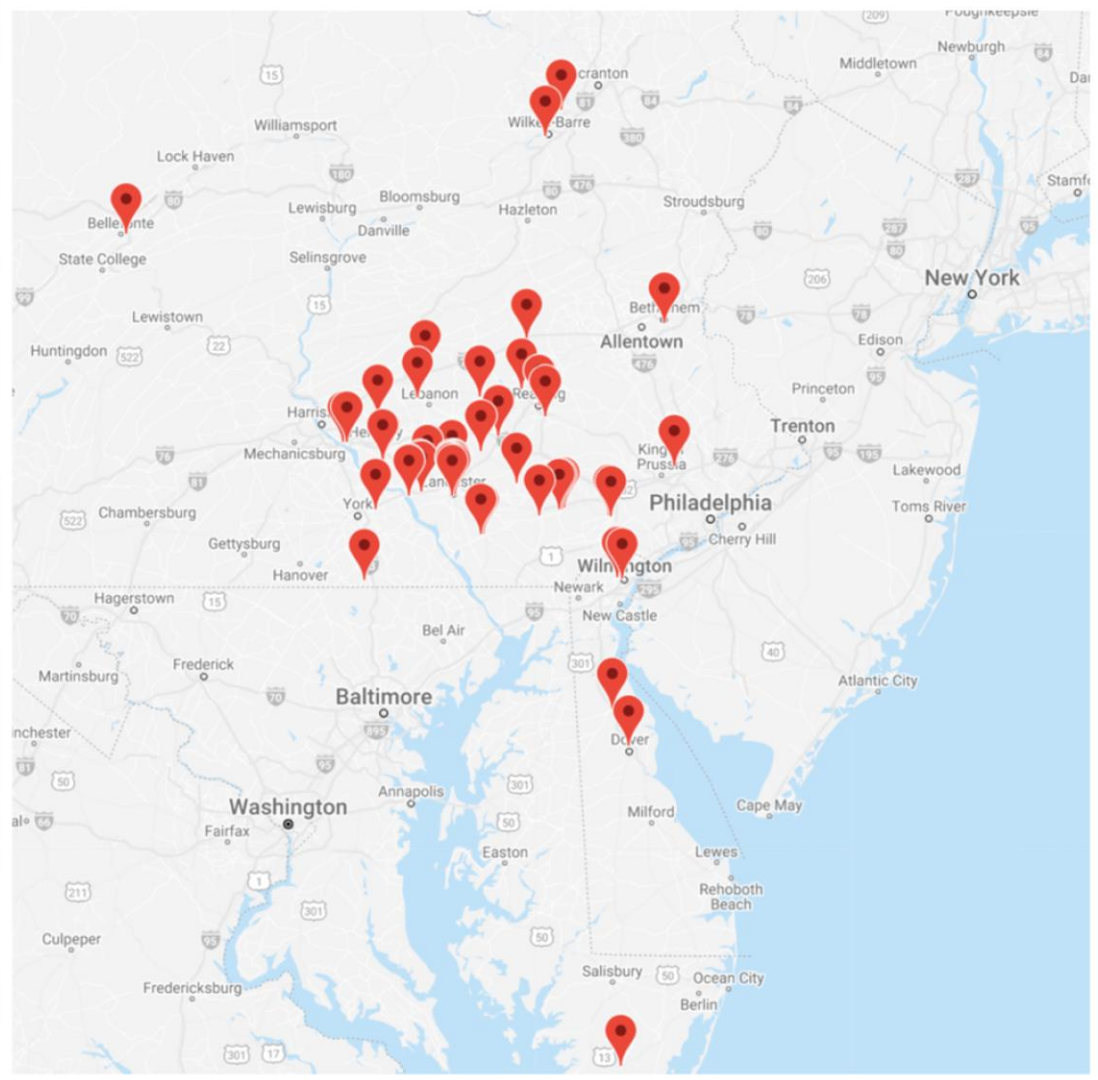
This is a journey that we are on together and one that we recognize will never end.



Advocacy: Our Responsibility

- Increase resources for and access to affordable housing
- Educate policy makers with information and research to build knowledge and understanding
- Elevate and amplify resident voice and experience to affect positive change
- Support and promote programs that advance the well-being and economic stability of lower-income individuals and families



The logo for HDC MidAtlantic, featuring the letters "HDC" in a large, bold, dark blue font, with "MidAtlantic" in a smaller, teal-colored font below it.

24 communities
1,282 Apartments

Average Rents
2 BRs: \$592-\$835
3 BRs: \$860-\$950

Lancaster City
Mulberry Corners

Duke Manor Apartments
King Theatre Apartments

Lancaster Apartments
Plum Tree Apartments
Ruoff Tower

Tabor Place
Umbrella Works

Columbia
Saint Peter Apartments
Trinity House Apartments

Denver
The Apartments at
Heatherwoods

Elizabethtown
Market House Apartments
Whistlestop View

Ephrata
Franklin Street Apartments

Landisville
Landisville Apartments I & II

Lititz
Aster Place Apartments
Larkspur Crossing

Mountville
Rockford Chase Apartments
Sylvan Retreat Apartments

New Holland
Mountain View Terrace

Quarryville
Oak Bottom Village I, II, & III



People-Centered



**On-Site Resident
Services**

Trauma-Informed

- Policies, programs and designed are informed by trauma-informed principles
- Safety, trustworthiness, choice, collaboration and empowerment

Eviction Prevention

- Nearly \$1MM secured in COVID rent relief
- Hope and Opportunity Fund
- Property Management and Resident Services working in partnership

Resident Leadership

- Training and skill building around leadership, self-advocacy and community building
- Community projects, programs and events

Benefits & Service

- 75% of 4,000+ residents received services
- Food Access, Mental Health, Financial Counseling
- \$485K in cost savings for residents





Affordable Apartments Needed in Lancaster County

**~7,000 apartments at
30% Area Median Income**
(\$24,900 for household of 4)

**~2,500 apartments at
50% Area Median Income**
(\$41,500 for household of 4)

*2020 PA Comprehensive Housing Study
Pennsylvania Housing Finance Agency*

THE NEED

100 inquiries
a day from people
seeking affordable
housing

4,760
Households on HDC
waiting lists

1,860 households in
Lancaster County

19 out of **55**
waiting lists closed

9 out of **24** in
Lancaster County



HDC
MidAtlantic

WHO NEEDS AFFORDABLE HOUSING

Wage Earners – Examples

- ✓ Retail/Food Service
- ✓ Warehouse
- ✓ Hospitality
- ✓ Nursing/Hospital
- ✓ Childcare

Those on Fixed Incomes

- ✓ Seniors
- ✓ People with Disabilities
- ✓ Special Needs (homeless, veterans, IDD, etc.)



Average Income
HDC Households
~\$30,000



HDC
MidAtlantic

LIHTC: HOW WE MAKE IT HAPPEN

- LIHTC Program administered by the IRS is an indirect federal subsidy to incentivize the private market to develop affordable rental housing.
- The program awards developers (non-profit and for profits) federal tax credits to offset construction costs in exchange for providing units that are rent-restricted and dedicated for lower-income households.
 - 9% credit (competitive) funds approximately 75% of the total project costs.
 - 4% credit (non-competitive) funds approximately 30% of total project costs.



**Bipartisan
Support**

IRS

Allocates Credits
Based on Population
Formula

**PA Housing
Finance Agency**

Awards Credits
Based on QAP

HDC

Sells Credits

**Tax Credit
Investor**

\$\$\$\$\$\$\$\$\$\$\$\$

And there's still a
gap: HOME, CDBG,
AHP, PHARE, NAP,
Foundations, etc.



HOW LIHTC WORKS

OUR PIPELINE

51

New Construction Apartments Completed

Beach Run Apartments (Fredericksburg, PA)

234

Apartments in Closing

1528 West (Allentown, PA)

East Lake and Smyrna Gardens Apartments (Smyrna and Dover, DE)

College Avenue Phase 1 (Lancaster, PA)

208

Existing Apartments Renovated

Denney Reyburn Apartments (West Chester, PA)

Southgate Apartments (Leesport, PA)

Oak Bottom Village (Quarryville, PA)

Apartments at Heatherwoods (Denver, PA)

Deer Lake Apartments (Lebanon, PA)

488

Apartments in Predevelopment

Norriswood Apartments (Norristown, PA)

Landisville I and II (Landisville, PA)

Exeter Apartments (Exeter, PA)

332 North Front Street (Allentown, PA)

Paradise (Paradise, PA)

Northeast PA acquisition of five existing affordable housing communities
(Luzerne and Lackawanna Counties, PA)

College Avenue Phase 2 and Phase 3 (Lancaster, PA)

207

Apartments Under Construction or Renovation

Quaker Arts (Wilmington, DE)

Flats Phase IV (Wilmington, DE)

Chester County Preservation Initiative (Coatesville; West Chester, PA)



HDC's Multiphase Affordable Housing Approach

A Mixed-Use Mixed Income Development @ West End



- **Phase 1** : Funding Committed; Land Development and Project Design
- **Phase 2**: Rehabilitation of the Delp Wing. Partnership with Milagro House (Project Feasibility Stage)
- **Phase 3**: 838 Marietta Ave. (Concept TBD)
- **Phase 4**: 913 Wheatland Ave. (Concept TBD)



Map

3

Nighborhood Virtual
Meetings since
August 2020

7

Public City Meetings

17

Letters of Support
(Resident Sign-On letters,
Community-Based
Organizations and Elected
Officials)

COMMUNITY ENGAGEMENT



HDC
MidAtlantic

Website created for up-to-date information

collegeavenueplanning.com

Sign up to receive bi-weekly emails on our
progress.

The Apartments @ College Ave – Phase 1

Project Location



- Underutilized urban site
- Opportunity to integrate affordable housing within neighborhood
- Expand equitable housing options in West End Neighborhood



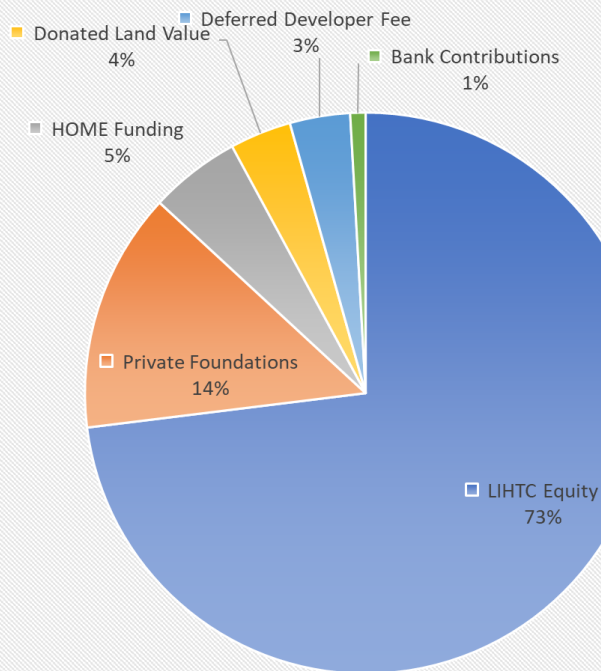
Project Location

The Apartments @ College Ave – Phase 1



- ❖ Received 2021 Low Income Housing Tax Credit reservation in October 2021
- ❖ **64 one- and two-bedroom apartments** for general occupancy in a five-story mid-rise building, including **12 accessible apartments**
- ❖ Serving households earning between **approximately \$11,000 and \$50,000 per year** (20%, 50%, and 60% of Area Median Income)
- ❖ Rents will range from approximately **\$300 for 1 BR to \$850 for a 2 BR**
- ❖ On-site Resident Services, Community Room and Management Offices
- ❖ Total development cost is estimated @ **\$16.5 million**
- ❖ Estimate construction start in **Fall 2022**

The Apartments @ College Ave – Phase 1



Sources of Funds
Total Development Costs: \$16.5M

- LIHTC Equity
- Private Foundations
- HOME Funding
- Donated Land Value
- Deferred Developer Fee
- Bank Contributions

1. LIHTC Equity Investor - CREA
2. Private Foundations
 - ❖ Steinman Foundation
 - ❖ United Disability Services Foundation
 - ❖ High Foundation
 - ❖ Santander Foundation
 - ❖ M&T Charitable Foundation
3. HOME Funding - City of Lancaster
4. Donated Land - UPMC
5. Deferred Developer Fee - HDC MidAtlantic
6. Bank Contributions
 - ❖ Fulton Bank
 - ❖ PNC Bank
 - ❖ People Bank
 - ❖ Centric Bank

The Apartments @ College Ave – Phase 1



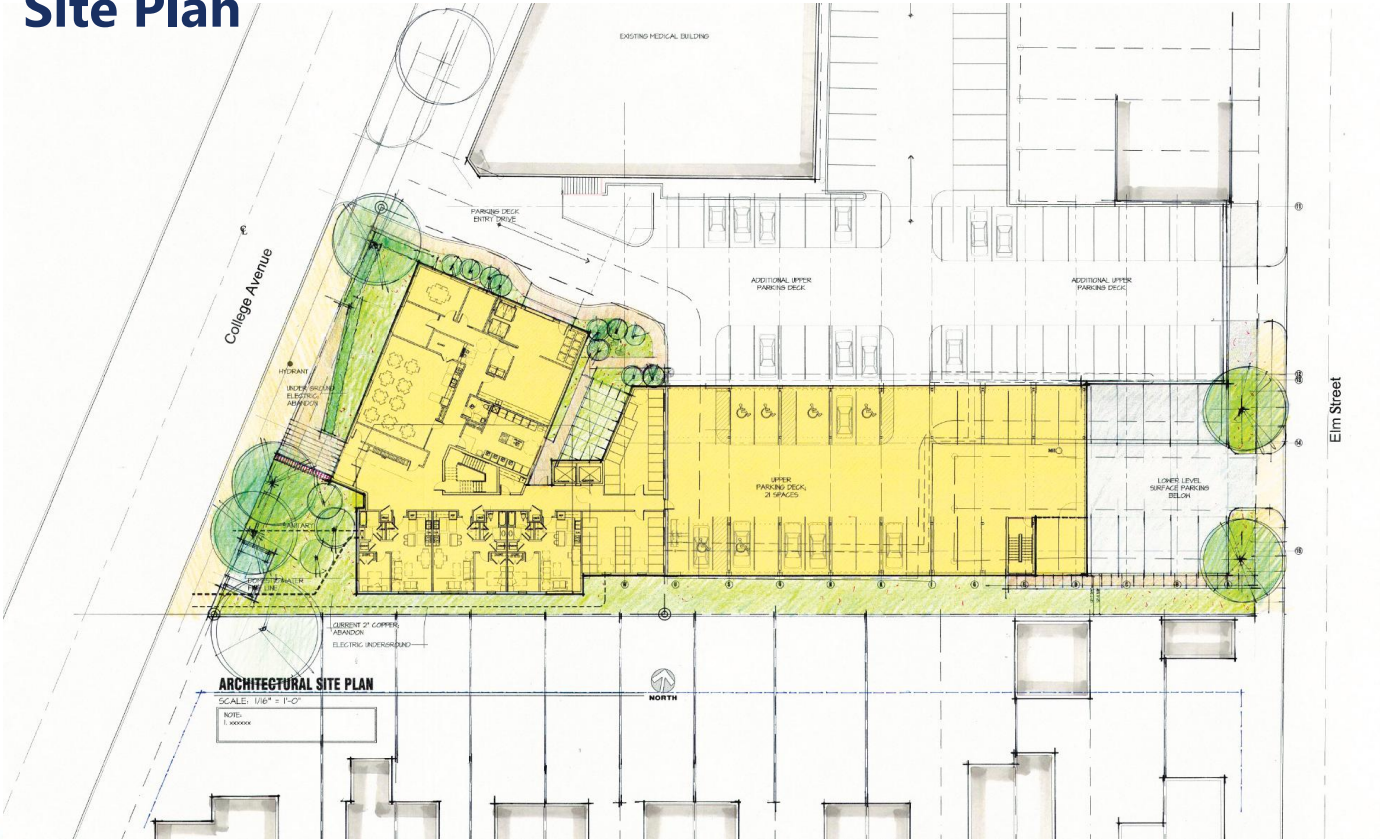
The Apartments @ College Ave – Phase 1

East Elevation



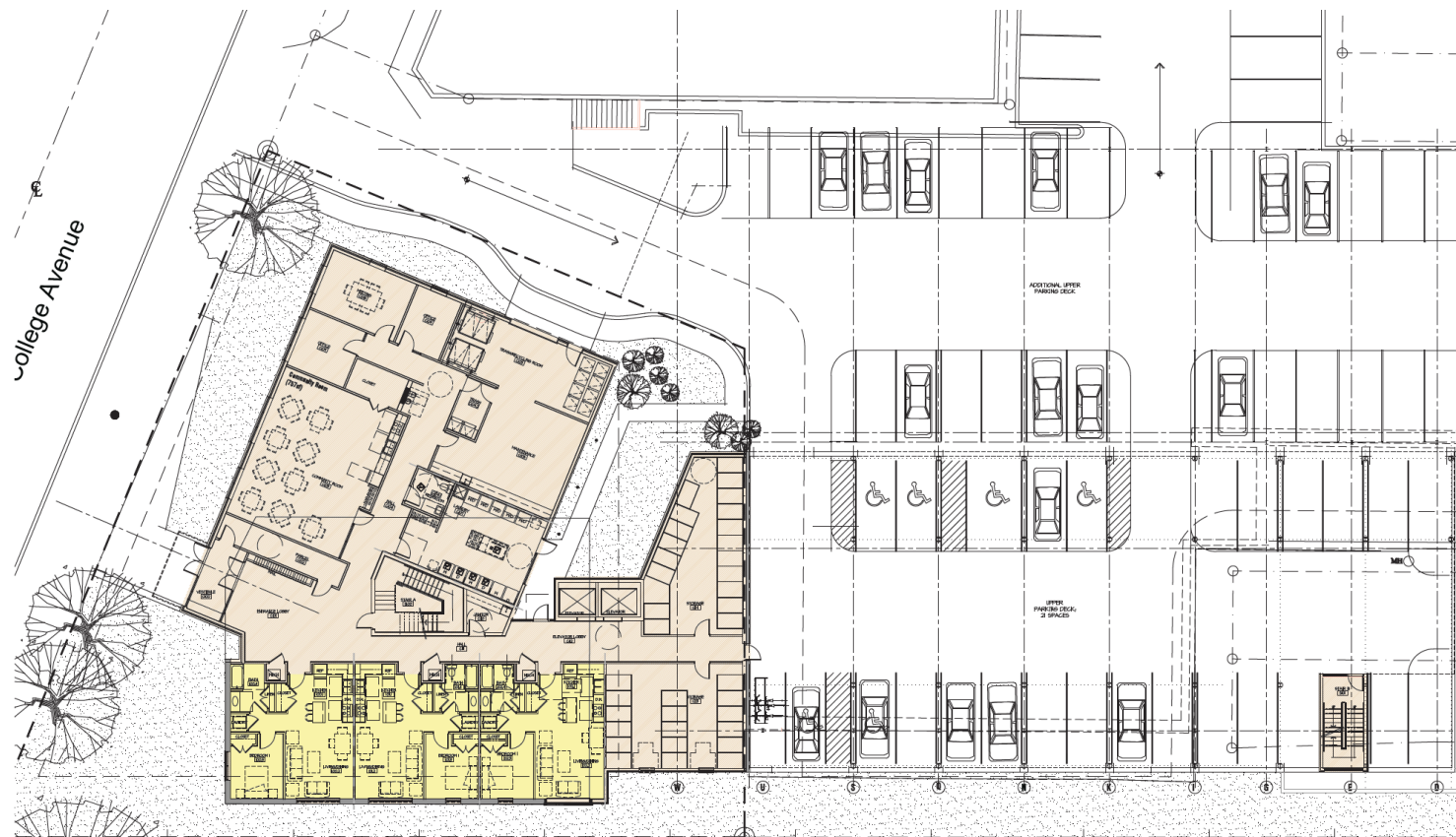
The Apartments @ College Ave – Phase 1

Site Plan



The Apartments @ College Ave – Phase 1

First Floor



The Apartments @ College Ave – Phase 1

Upper Floors



SECOND FLOOR PLAN [THIRD & FOURTH FLOOR SIMILAR]

gross square footage: 14,235sf



SCALE: 1/8" = 1'-0"

NOTE:
1. SEE PLAN

LIHTC Development Timeline: The Fast Track



The Apartments @ College Ave – Phase 1



- **Now to June 2022:** Project Approvals
 - ✓ April 19, 2022 – Shade Tree Commission Meeting
 - ✓ April 20, 2022 – Planning Commission Meeting
 - ✓ May 3, 2022 – Traffic Commission
 - ✓ May 16, 2022 – Historical Commission
 - ✓ May/June 2022 – Planning Commission Meeting
- **August 2022** – Start Construction
- **July 2023** – Begin Marketing and Lease-Up
- **October 2023** – Complete Construction
- **June 2024** – Full Occupancy

*** All dates are subject to change**

How you can help support affordable housing.

1. **Use your voice in support of affordable housing with your friends, neighbors and family.**
2. **Engage in advocacy with elected officials.**
3. **Volunteer your time and contribute resources to help make things happen.**



Where do I fit in?

Thank You

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