WEEK 2 Saturday Nov. 5, 2022 9:00AM-1:00 PM

### 8<sup>TH</sup> GENERATION CREATING SUSTAINABLE NEIGHBORHOOD DEVELOPERS' PROGRAM: *Virtual*

9:00 AM:	<i>Welcome!!</i> Dr. Donald Andrews- Dean, College of Business, Southern University and A&M College
9:05 AM:	<i>Course Objectives:</i> Eric L. Porter Co-Creator of CSND/ComNet LLC
9:10 AM:	<i>Curriculum Direction:</i> Dr. Sung No, Co-Director, SU EDA University Center
9:15 AM:	"Where Are They Now?" Bradly Brown, Program Certified Sustainable Neighborhood Developer
9:25 AM:	" <i>The Acquisition Before The Adjudication"</i> Christopher Senegal, IDG Development Group.
10:00 AM:	Break
10:05 AM:	" <i>Capacity Building</i> " Nicole Barnes, MPA, Executive Director, Jericho Road Housing Initiatives
11:00 AM:	"Capacity Building: Affordable Housing Advocacy" Andreanecia Morris, MA, HousingNOLA
12:00 PM:	<i>Funding Resources:</i> Louis Russell, Director, Louisiana Housing Corporation.

12:55pm: **Closing:** Eric L. Porter, Dean Andrews & Dr. Sung No







# BUYING THE BLOCK WITH CHRISTOPHER SENEGAL

### **SITE SELECTION AND SCALING**





# VISION

- Changing the narrative on wealth creation through real estate development that balances the opportunity to attract high-income people (originally from similar communities) out of the suburbs, while ensuring existing residents
  - are not displaced in the process.





# **G THINK BIG** BIG DEALS, BIG IMPACT, BIG LEGACY...







11.



### **NEW REAL ESTATE BLUEPRINT.COM**

11.



# 



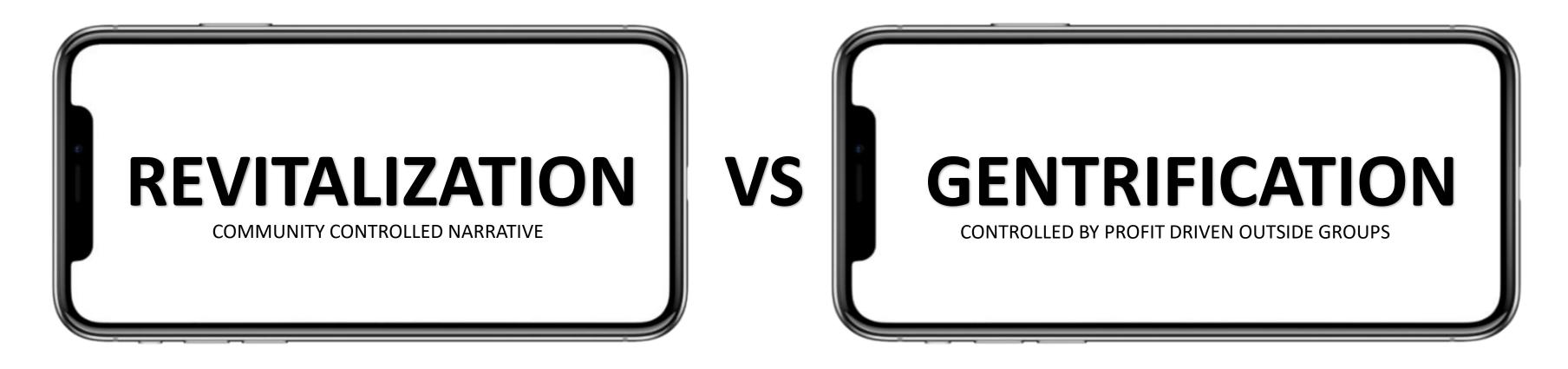
11.

## HOW HAVE I PURCHASED MY SITES?

- Site Control Contract, Outright Purchase, Options
- Funding Seller Financing, Small Groups, Crowdfunding
- THE RIGHT TEAM

### 11.

### chase, Options oups, Crowdfunding



# **BUYING THE BLOCK**

LEARNFROMCHRIS.COM



### Acquiring and controlling the redevelopment of real estate in our neighborhoods.

### THE PROBLEM WE ALL KNOW ABOUT and the history we don't think to mention...

These disadvantaged neighborhoods, once thrived with people of all economic classes.

Businesses like grocery stores are scarce, but when these neighborhoods thrived those businesses were owned by the community and were sustainable.





# WHAT IF WE COULD CREATE A ZERO DISPLACEMENT MODEL?

- Invest in vacant, abandoned, neglected property
- Try to keep rental rates affordable
- Prevent homeownership loss due to higher taxes by working with local officials and tax authorities.



glected property le



# WHEN IS THE RIGHT TIME TO BUY IN THESE NEIGHBORHOODS?

- Not when its still a war zone
- Its harder when you are trying to be the catalyst
- When you see announcements of projects
- City activity picks up in a neighborhood
- City initiatives to spark redevelopment



be the catalyst of projects orhood pment



# CASE STUDY

### **NEW CONSTRUCTION SPEC HOMES**







### CityCentre Developer Midway Makes a Move on That 136-Acre Former KBR Site Along Buffalo Bayou in the Fifth Ward



WHATEVER'S IN STORE for the 136-acre former KBR site along the the Ship Channel at 4100 Clinton Dr., CityCentre developer Midway now looks to be involved. Documents filed with the county clerk's office near the end of May reveal that Cathexis Holdings recently sold the site to KBRN, an entity connected to Midway through a recently minted corporate partnership (and officially located down the hall from Midway's CityCentre office.)

24 Comme	nts			
07/05/16 10	):00am			
		0		
77020, Buying and Selling, Fifth Ward,				
Industrial Site	and the second			
Sales				
by Christine Gerbode				
🖬 Like 964	Share			
🎔 Tweet				
B				
tumblr. +				
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### 2016 REDEVELOPMENT

As redevelopment went counter-clockwise around

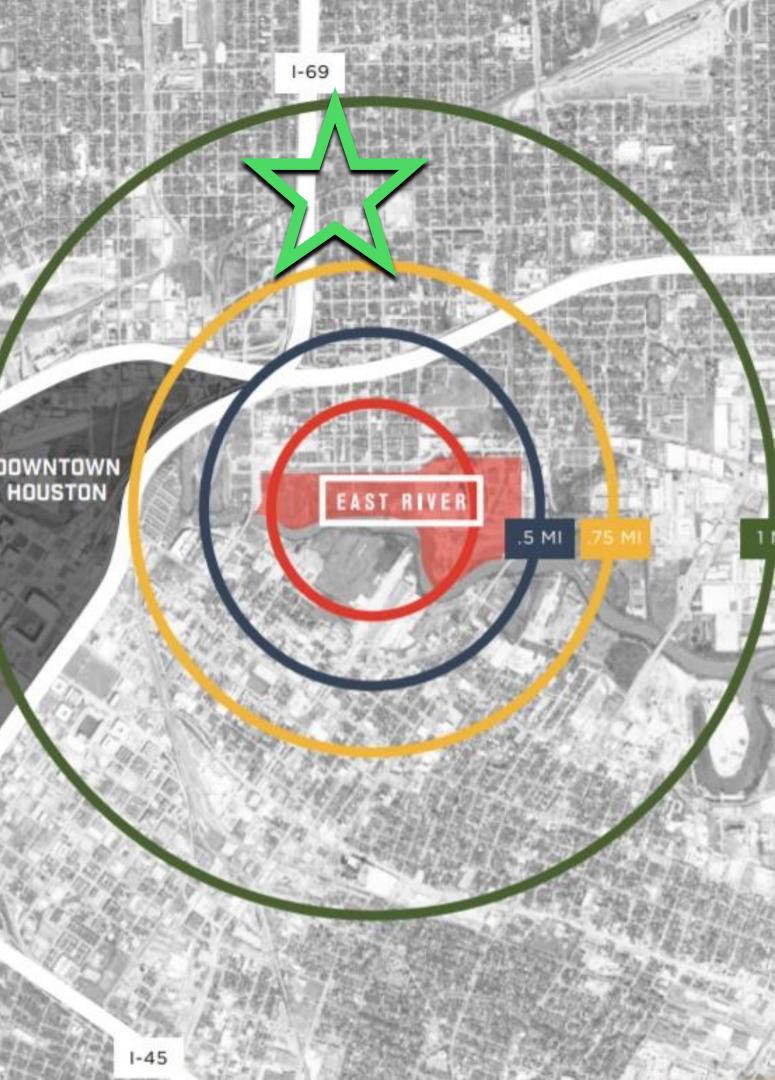
Downtown Houston, builders began looking at Fifth Ward as the final frontier for revitalization. Articles like these began to surface from builders and big developers.



### EAST RIVER PROJECT AND WHAT'S BEING SAID ABOUT FIFTHWARD

 Houston has seen consistent population growth over the last decade, most likely surpassing Chicago. The neighborhoods within the Hwy 610 Loop with market prices below \$350k have seen exceptionally high market demand.

• Downtown, which is 3 minutes away, also hosts the Astros, and Rockets arenas, as well as many other downtown attractions. 5th Ward specifically is a hub of new activity. Less than one mile from the property is the future site of the biggest mixed-use development to be built in Houston, East River.



# A LOOK **TO THE** FUTURE





Clockwise from left: (1) Central green space activated with events. (2) View of Buffalo Bayou frontage along East River, looking Northeast. (3) Linear green spaces dispersed throughout East River's master plan.

### **NEW REAL ESTATE BLUEPRINT.COM**



## **2016 CONVINCED THE FORMER OWNER TO PARTNER INSTEAD**

NEW REAL ESTATE BLUEPRINT.COM



### **USED THE PROPERTY AS COLLATERAL TO GET A LOAN**

**NEW REAL ESTATE BLUEPRINT.COM** 



# **SECURED \$250K SDIRA INVESTOR**

**NEW REAL ESTATE BLUEPRINT.COM** 



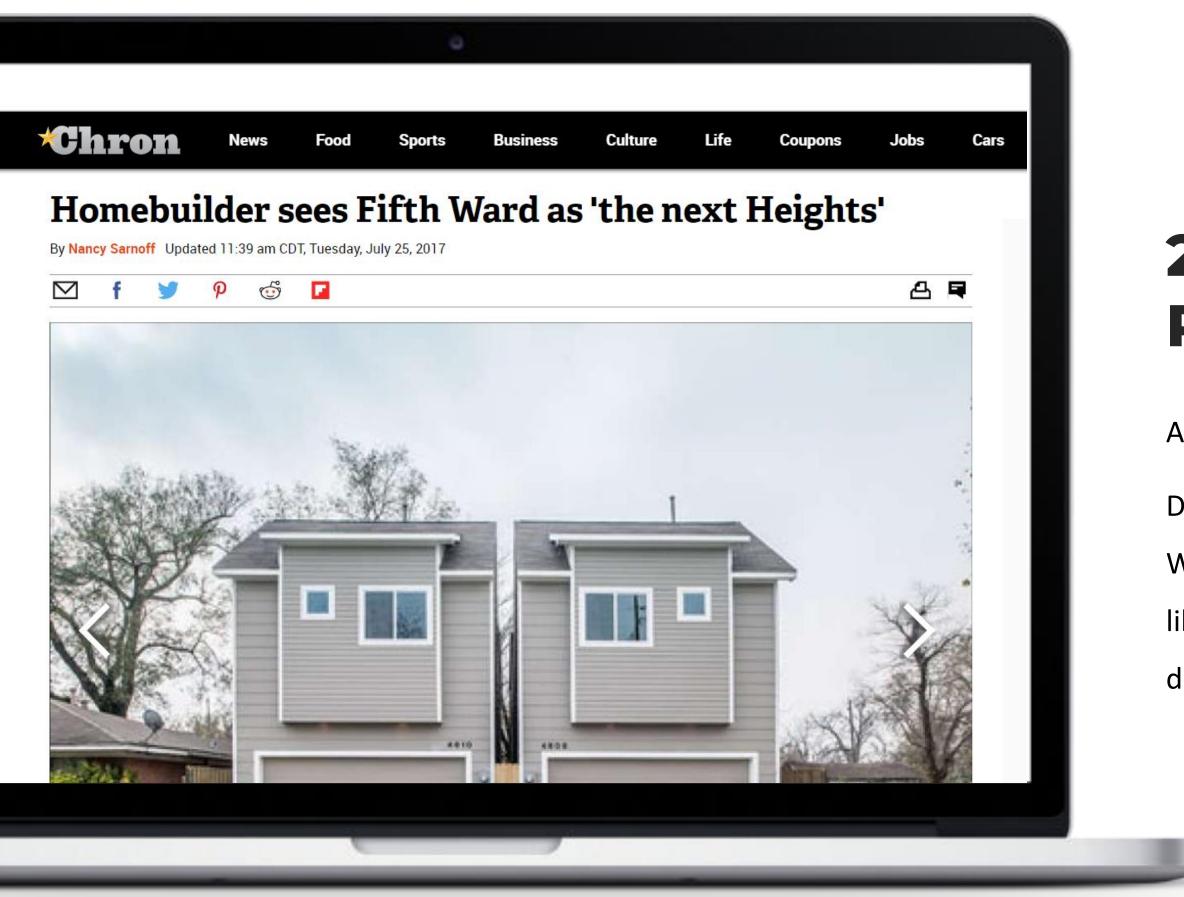
### WENT THROUGH 23 LENDERS TO GET APPROVED

**NEW REAL ESTATE BLUEPRINT.COM** 



# CHALLENGES: NO NEW CONSTRUCTION IN THE ZIP CODE

**NEW REAL ESTATE BLUEPRINT.COM** 



**NEW REAL ESTATE BLUEPRINT.COM** 



### 2017 REDEVELOPMENT

As redevelopment went counter-clockwise around

Downtown Houston, builders began looking at Fifth Ward as the final frontier for revitalization. Articles like these began to surface from builders and big developers.

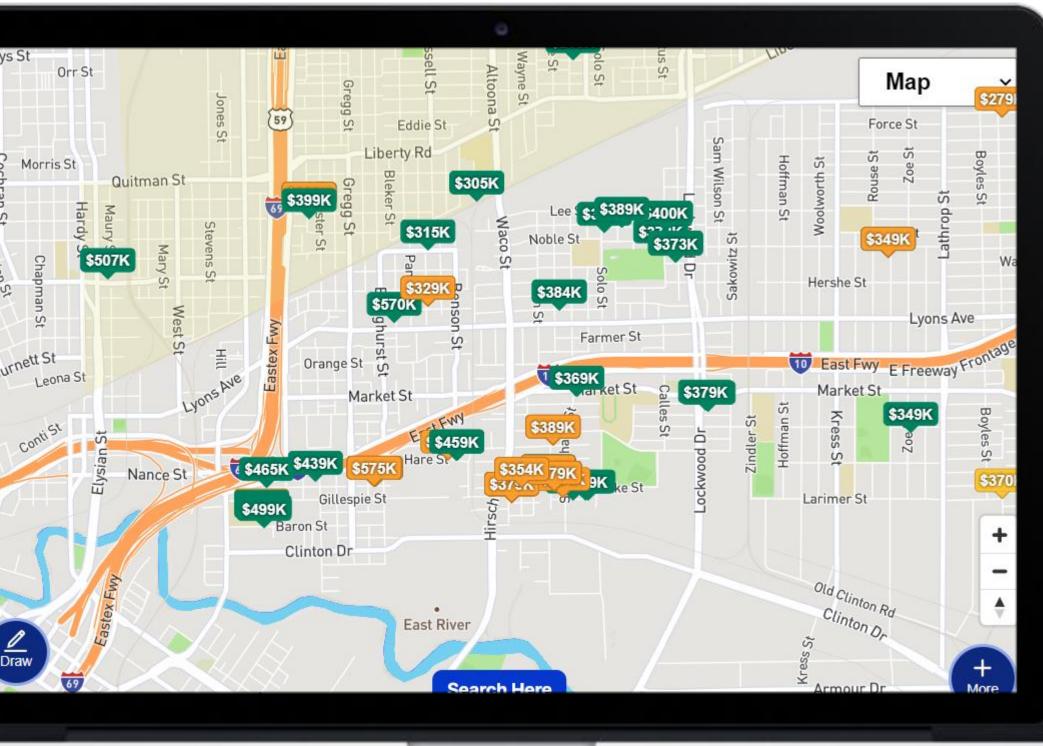




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### SOLD FIRST HOME FOR \$279,000 SOLD THE LAST HOME FOR \$298,000 (10 MONTHS LATER)







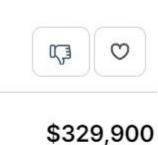




Truss Real Estate



### **SEPTEMBER 2022 200 SF SMALLER NO GARAGE**



### 2208 Des Chaumes Street Houston, TX 77026

Active

For Sale, Single-Family Contemporary/Modern style in Chapmans Sec 3 in Denver Harbor (Marketarea)

Mew Construction 🛛 🎽 Just Listed

3 bedrooms 2 full & 1 half baths 2 stories

1,500 Sqft. 2,657 lot Sqft. 2022 year built

27 Photos

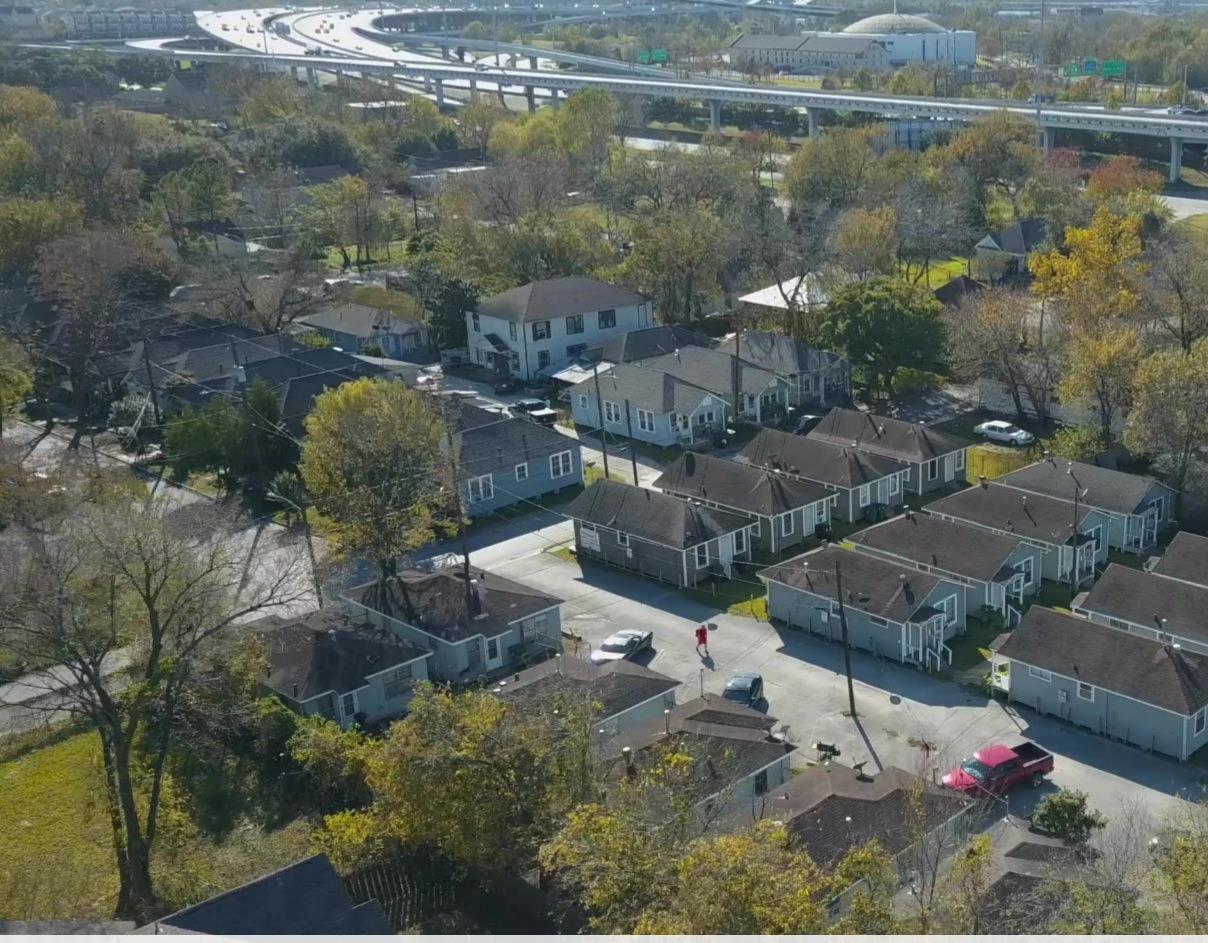


# CASE STUDY

### SOCIAL IMPACT COMMUNITY PROJECT







### \$2 MILLION DOLLAR CROWNFUNDED PROJECT 18 RESIDENTIAL HOMES / 2 COMMERCIAL BUILDINGS / ZERO DISPLACEMENT





### 'These are my people': Investor buys Fifth Ward block to seek preservation, not gentrification

R.A. Schuetz | July 29, 2020 | Updated: July 29, 2020 7:46 p.m.





NEWSLETTER

Texas Inc. Business is changing. Get in-

As redevelopment went counter-clockwise around

Downtown Houston, builders began looking at Fifth Ward as the final frontier for revitalization. Articles like these began to surface from builders and big developers.

### **NEW REAL ESTATE BLUEPRINT.COM**



## 2020 REDEVELOPMENT











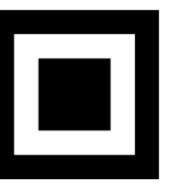








# 



# CHECK IT OUT





# **CURRENT PORTFOLIO VALUE**

Value at Closing March 2020

PROPOSAL

**PURCHASE PRICE** 

**Renovations Costs** 

Current Estimated Value \$1,975,000

- \$1,325,000
- \$1,250,000
- \$435,000



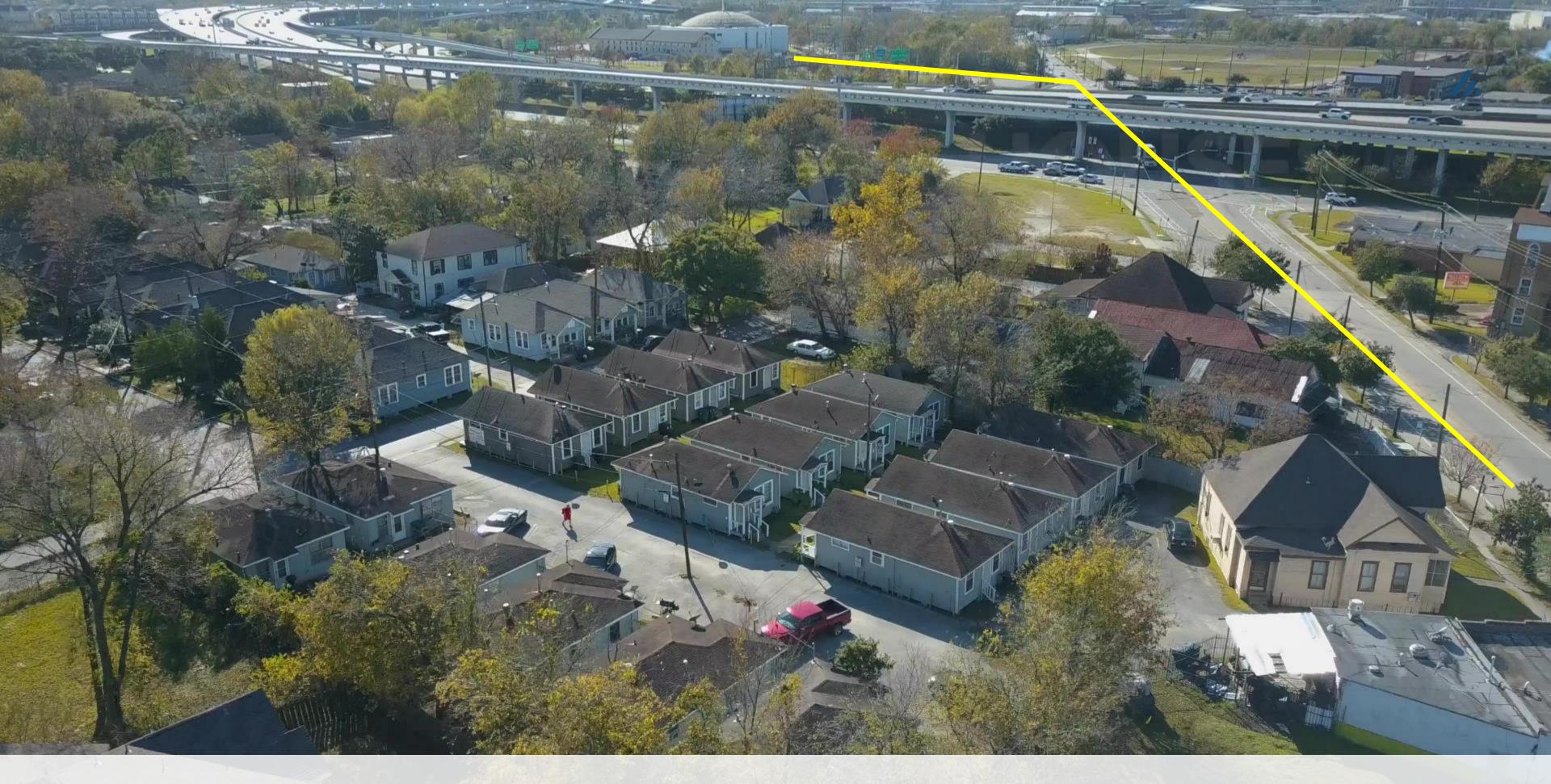
PROPOSAL

# CASE STUDY

# LARGE SCALE \$80M DEVELOPMENT







#### **REBUILDING THE COMMUNITY ONE BLOCK AT A TIME**



#### **5.3 ACRES**

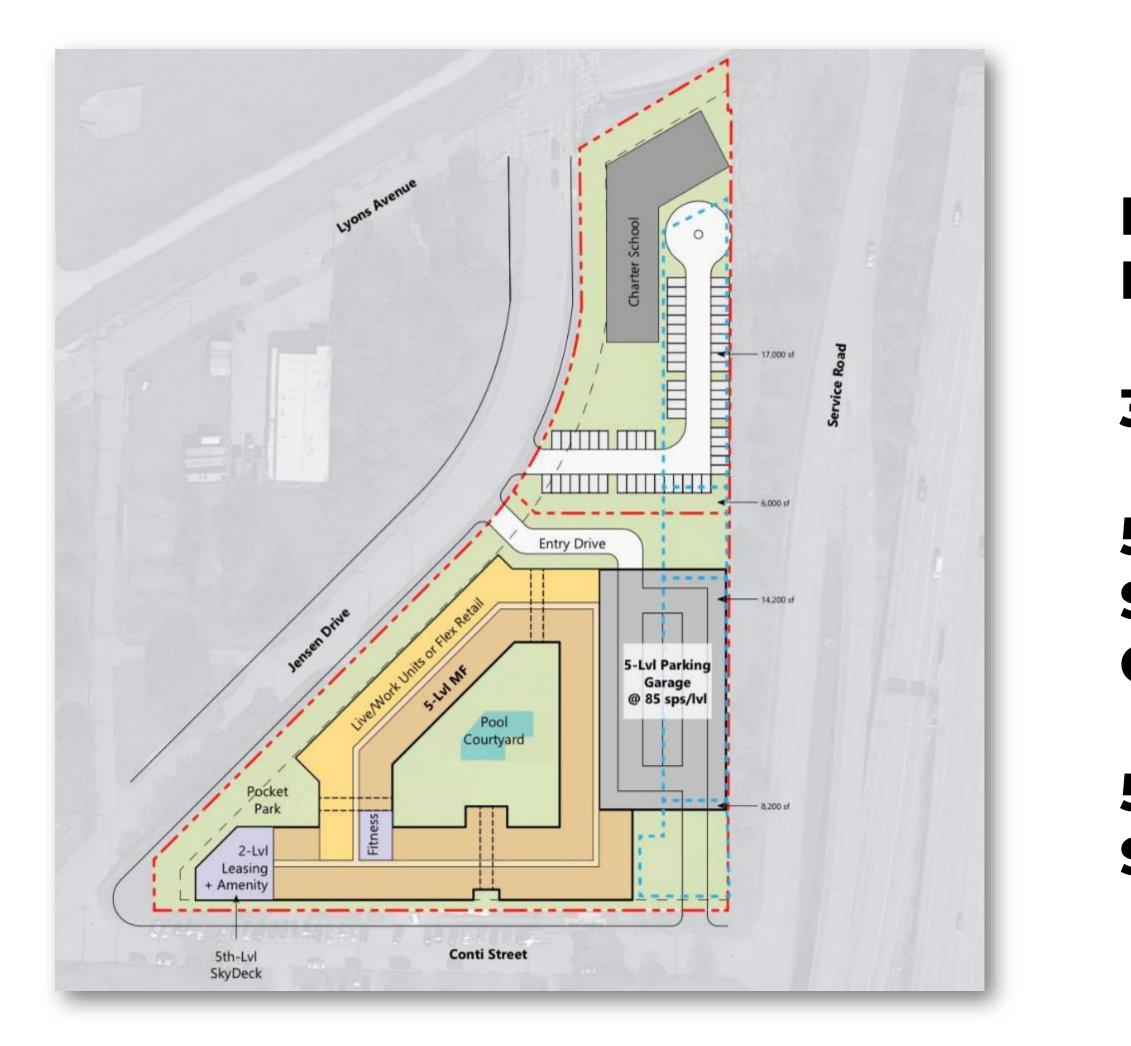
\$4.3M BRIDGE LOAN \$1.2M INVESTOR EQUITY \$1.25M SELLER CARRY

APPRAISED VALUE \$8.65M SEPTEMBER 15, 2021

RECENT OFFER \$12.25M AUGUST 12, 2022









#### **Property Tax Exempt Partnership**

# **344 Units Mixed Income**

#### 5 Story Wrap with Free Standing Parking Garage

#### **500 Student Charter School**



ston Foam Plast

East River 9 East River 9, 65 Hirsch ... 29.76"N, 95.33"W

HE MOD

Caring Saf

tal Churci

ickey Leland

# EAST RIVER -PROPOSED PROJECT

# CONTRUCTION STARTED Q4 2021

# PHASE 1 UNDER CONSTRUCTION













EDA University Center for Economic Development Southern University, BR





#### Creating Neighborhood Developers

November 5, 2022



Presented By: Nicole Barnes Executive Director



• Since Hurricane Katrina, the subsequent 2016 flooding events the region has seen a decline in funding from philanthropic and federal resources. Funding has become more outcomes-focused, and the need for stronger organizations is fundamental.



• Since then, the market has been severely impacted by the on-going Covid-19 Pandemic and the historically active 2020 and 2021Hurricane seasons. Supply chain issues, inflation, labor shortages and exorbitant insurance costs have all placed an incredible strain on the construction industry, particularly the affordable housing sector.



 Although there will be billions of additional federal funds available in the wake of the pandemic and series of natural disasters, the lag time between authorization and actual deployment usually takes years.
 Nonprofits and other developers must be strategic in terms of building their capacity to survive and position themselves for the eventual flow of funds.



#### Creating a Strong Future: Together







- The affordable housing landscape was impacted heavily over between 2016 and 2020 by shrinking support in Washington D.C. and the lack of resources from philanthropy.
- Nonprofit leaders must become strategic and intentional in building profitable, sustainable organizations that last beyond themselves and continue to serve the needs of our communities.



- This requires courage and planning to create new organizational structures and collaborations that consolidate resources and expand capacity and resilience.
- Thus the formation of a strategic partnership, between Jericho Road (JR) and Project Homecoming (PHC), to best meet the current and future affordable housing needs of New Orleans residents, was born.



• The vision of the JR and PHC merger is to combine the construction and workforce development expertise of Project Homecoming with the housing and community development expertise of Jericho Road to create a merged organization with greater capacity and more opportunities to provide housing solutions.



#### What is the Benefit of Combining with an inhouse Construction Crew?

- Cutting Overhead In Half
- Establishing Predictable Capacity When Contractors Are Not Available
- Providing Workforce Development and Training
- Opportunity for earned income



• Post Merger/Pandemic:

- Engaged consultants to assist in the development of a three year sustainability plan.
- Transitioned all front-facing programs to virtual formats, while continuing adapt and expand programming
- Construction Team Pivot: Hired Cohort Construction Instructor to work with the crew on-site, daily, to continue education and training during the shutdown



#### **CASE STUDY:**

Central City – a New Orleans Neighborhood



Central City, the community from which Jericho Road operates, once offered a myriad of housing options for working class families:

- Single family shotgun homes affordable to lower-middle income families,
- Affordable rentals,
- Plentiful Section 8 housing options.



• Due to its close proximity (within walking distance and multiple bus and streetcar lines) to the hotels, restaurants, and tourist attractions of Downtown, it was the type of neighborhood where families who work in these businesses established roots generations ago.

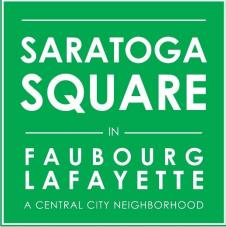


• For families facing financial hardship, parting with a home passed down through many generations represented bleak Post-Katrina financial reality. As homes were flipped, seemingly overnight, Central City began to offer allure to younger, more affluent renters and prospective homebuyers.



#### Saratoga Square







- Started in January 2012 and Completed May 2013
- 14 total single family homes
- One square block and a facing street with the homes built contiguous to one another creating a definite neighborhood feel
- Located in the Saratoga
   Square subdivision
   (originally conceptualized by
   Jericho Road) in the hub of
   the O.C. Haley renaissance
- Co-developed with EDC Hope Credit Union



When market rents rose, families were priced out of homes they had rented for decades. A home in the 1800 block of Martin Luther King Boulevard sold for \$29,000 in 2012. Less than two years later, the same home (a multi-family shotgun double) sold for \$326,000. Currently homes in the area have been selling for \$400-\$500,000.



 Encouraged by the rapidly increasing market, rents and home prices shot up and more families were squeezed out.
 Stagnant wages coupled with rapidly appreciating rents and home values have continued to spell disaster for many
 Central City families, who are predominately low-middle income and minority.



# What can we do to stem this tide of displacement?

- Development of intentional land use development and disposition policies by the municipality that prioritizes affordability.
- Cultivating funding sources for affordable development.
- Small developers creating affordable housing opportunities



# Home Development



BUILDING HOMES AND ACCESSIBLE COMMUNITIES FOR ALL NEW ORLEANS RESIDENTS.







#### **Housing Development**

Jericho Road offers high quality, affordably priced homes to low-to-moderate income working families.

EPISCOPAL HOUSING INITIATIVE

#### The core tenets of Jericho Road's homebuilding include

- Construction that is reflective of the historical architectural trends characteristic of New Orleans
- Using sustainable, environmentally-friendly materials and energy efficient appliances and fixtures for construction to pass along greater savings to the homeowner
- Elements of Universal Design that provide an opportunity for people with a variety of physical abilities to live comfortably and to age-in-place in the home



#### The Muses

Role: Co-developer



#### Muses I and II

New construction of affordable rental units in Central City New Orleans

Units

Size

263 Affordable Units

301,452 SF



#### Central City Infill Housing



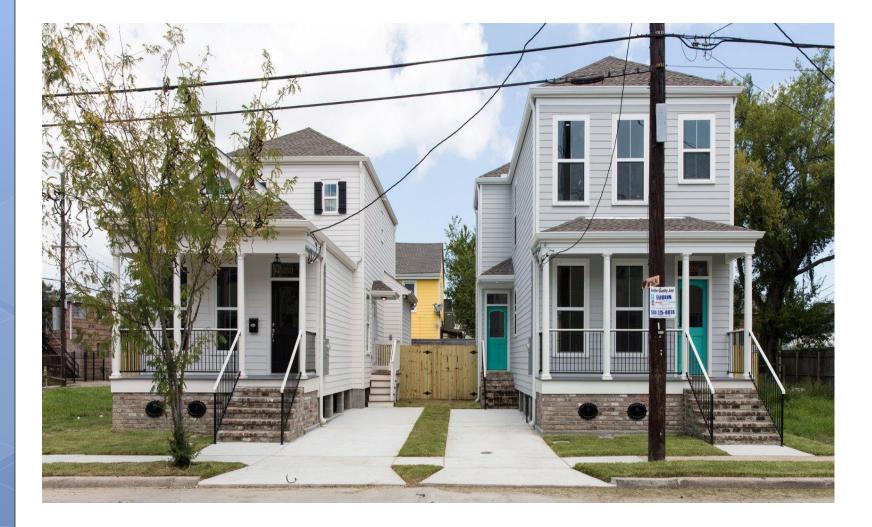




#### Size

\$15 million + 90,000 sq. ft.+













### Mirabeau Gardens







#### Size

\$1.1 million

8,500 sq. ft.





#### Mirabeau Gardens













COVID 19 Curbside Closing for 1905 Wilton!!!



#### 7th Ward Revitalization Project

Jericho Road served as co-developer with NewCorp Inc.







#### BeechGrove Properties Westwego, LA



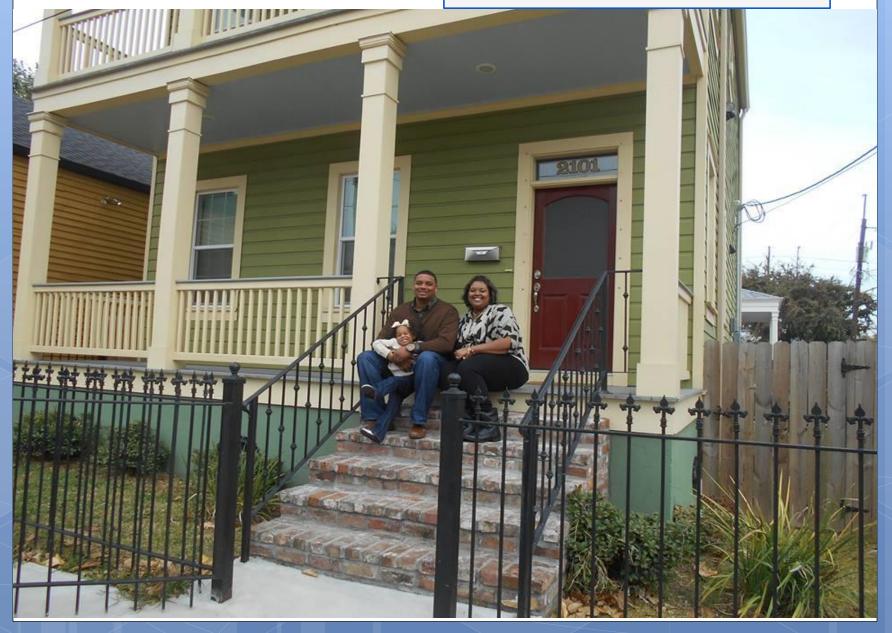




### Historic Renovations











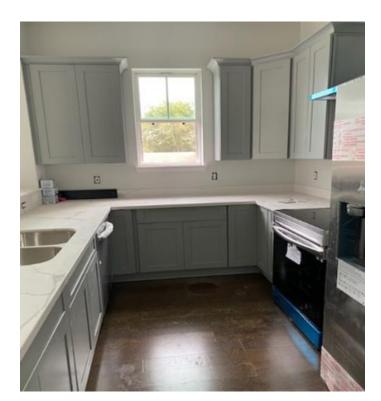


### Pontchartrain Park

Two homes in the historic Pontchartrain Park subdivision include the new fortified construction standards. This will translate into a more weather resistant home and lower insurance rates.

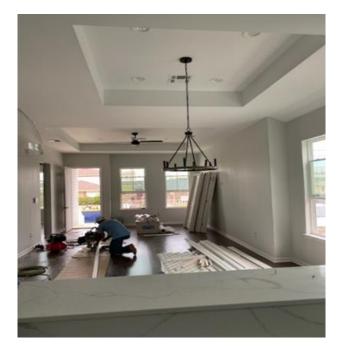
# Pontchartrain Park



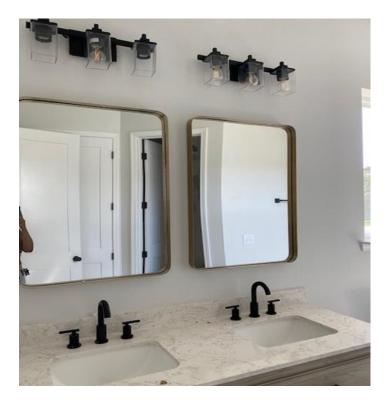


# Pontchartrain Park





# Pontchartrain Park







# Land Stewardship





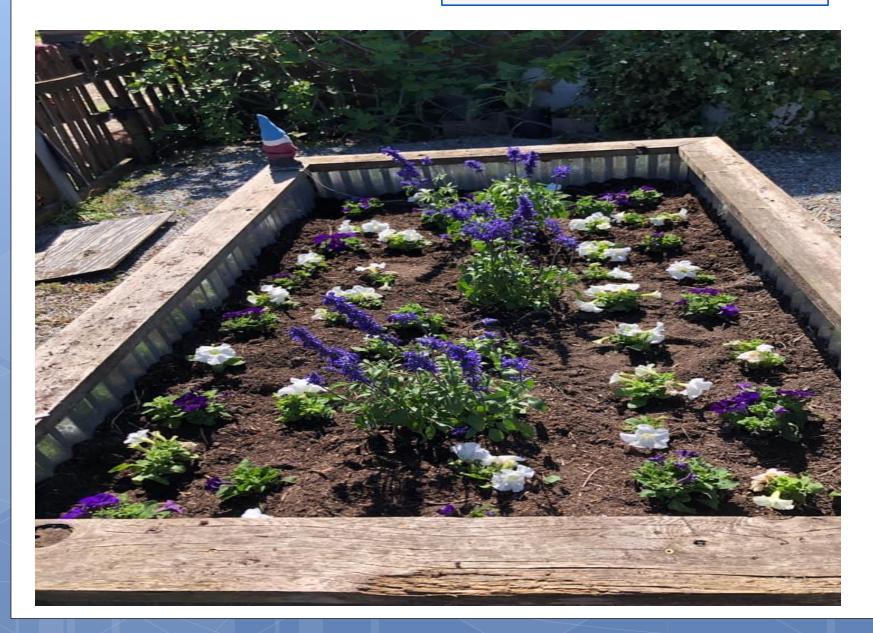














# **Community Engagement**

## **Community Engagement**

Jericho Road has worked to support collaborations and establish lines of communication between neighborhood stakeholders, private businesses, and civic leaders. Informing and educating residents has transformative power.

Empowering residents cultivates ownership, giving people a vested interest in the things that happen in their community.

#### **Engagement Includes:**

- Neighborhood Associations
- "Central Circle" Monthly Stakeholder Meetings
- Jericho Road's "Bling your Block" Beautification program





























# Workforce Development





JERICHO ROAD CARPENTRY TRAINING

In Partnership with JERICHO ROAD EPISCOPAL HOUSING INITIATIVE & JOBI BUSINESS AND CAREER SOLUTIONS CENTER





























### WFD: Westwego Homeownership













### Financial Coaching on the Jobsite



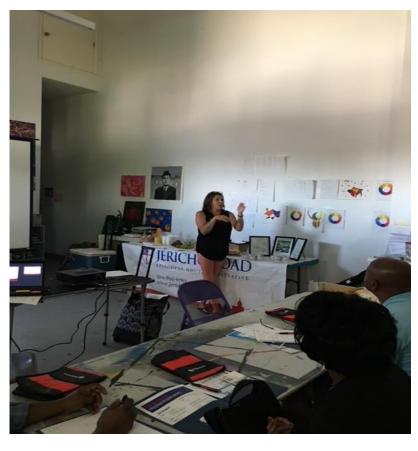


### Living Wages = Homeownership





Homeowner Workshops









### Homeowner Virtual Summits



Building communities through homeownership! **TUESDAY, JUNE 30, 2020** 4:30 - 7:00PM

### SUMMIT SESSIONS

### 4:30 PM

Welcome Address Speaker: Nicole Barnes Executive Director ho Road Episcopal Housing Initiative

### 4:40 PM

Host Introduction Speaker: Andreanica Morris Executive Director HousingNOLA

### 4:50 PM

How to Protect Your Credit and Emergency Savings Speaker: Deborah Graham Financial Access Educator Cabital One Bank

### 5:10 PM

to Protect Your Home as an Asset and Avoid Foreclosure Speaker: Anthony Sartorio Staff Attorney

### 5:30 PM

Succession, Wills, Property Research Speaker: Chelsey Richard Napoleon Clerk of Civic District Court and Ex-Officio Recorder Parish of Orleans

### 5:50 PM

How Can You Reduce Your Housing C Energy Smart Program Speaker: Brandon Muetzel Outreach Manager Energy Wise

### 6:10PM

How to Protect Your Home During Hurricane Season & COVID-19 Speaker: Jonathan Stewart Insurance Agent State Farm

6:30 PM

Property Tax Assessments Speaker: Erroll G. Williams

### **THURSDAY, JULY 29** 5:30 - 7:00 PM

via 🕞 zoom

**NEW ORLEANS** HOMEOWNERSHIP SUMMIT

### PRESENTERS



5:30 PM	NICOLE BARNES, EXECUTIVE DIRECTOR, JERICHO ROAD	
5:32 PM	LA STATE REP. MATTHEW WILLARD Updates on HB143	
5:45 PM	ORLEANS PARISH ASSESSOR ERROLL WILLIAMS	
6:00 PM	CLERK OF CIVIL DISTRICT COURT CHELSEY RICHARD NAPOLEON	

Register for the Summit: https://bit.ly/2TuLKFg Webinar ID: 846 0165 9037



NEIGHBORHOOD DEVELOPMENT FOUNDATION 6:36 PM

CAROL JOHNSON, MORTGAGE BROKER, LOAN FOX 6:48 PM

housingoutreach@jerichohousing.org

JerichoHousing.com



### **Our Impact**



"IT WAS LONG ... MAYBE A TWO OR THREE YEAR PROCESS. AT ONE TIME, I WAS ABOUT TO GIVE UP ON IT. WE HAD A DREAM OF OWNING A HOUSE ... JERICHO ROAD WAS A BIG HELP IN MAKING SURE EVERYTHING GOT TURNED IN ON TIME." "WE KNEW WE WANTED TO HAVE A STABLE HOME IN WHICH OUR CHILDREN WOULD GROW AND CREATE MEMORIES. JERICHO ROAD'S HOMEOWNERSHIP OPPORTUNITIES HELPED US BUY THE HOME OF OUR DREAMS. TODAY, WE ARE HAPPILY SETTLED, WITH OUR CHILDREN, IN THE NEIGHBORHOOD WHERE WE HAVE ROOTS, AND WILL CONTINUE TO HAVE ROOTS FOR GENERATIONS TO COME."









### Learn more about Jericho Road: www.jerichohousing.org

Instagram: @jerichohousing Facebook: @jerichoroadepiscopalhousinginitiative Twitter: @jerichohousing



## Housing Production Funding Sources





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### **Know Your Costs**

site acquisition (purchasing, leasing, etc.)
construction or rehabilitation, including a contingency
soft costs (appraisals, marketing, surveys, taxes, insurance, architectural, engineering, legal, accounting, etc.)
development fees, developer's overhead, and profit

• financing fees (construction period interest, loan fees, closing costs)





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## **Know Your Costs**

• **Debt** -- This is borrowed money, generally paid back with interest.

- Equity -- This is cash financing that is not paid back with interest but is viewed as an investment with an expected, though not guaranteed, return.
- **Grants** -- These are funds to fill the gap between total development costs and what can be financed with debt or equity. This is usually required because of the limited rents or sale prices that low- and moderate-income households can afford.





- Low-Income Housing Tax Credit Program
- HOME Program
- National Housing Trust Fund Program
- Community Block Grant Program







- Governed by Section 42 of the Tax Code.
- The LIHTC program represents the largest federal housing program in existence in terms of the number of units developed each year.
  - Two types of LIHTC's (9% and 4%)





### **Qualified Allocation Plan**

- Projects are awarded LIHTCs annually pursuant to allocation guidelines and the state's Qualified Allocation Plan (QAP).
- Allows for Private Investor Equity. Purchase price per credit dollar
  - Public/Private Partnership
- Rental Housing Development Program
  - Benefit households at 60% AMI or below





- **THE HOME PROGRAM**  $\bullet$
- Largest federal block grant to state and local • governments designed exclusively to create affordable housing for low-income households
- 40% of HOME funds go to states and 60% to local participating jurisdictions (PJ)







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- Entitlement Areas:
  - City of Baton Rouge, Unincorporated Areas of EBR Parish, City of Lafayette, Unincorporated Areas of Lafayette Parish, Houma-Terrebonne, Cities of Alexandria, Lake Charles, Monroe, New Orleans, Shreveport and the Jefferson Parish Consortia
  - At least 15% of the HOME allocation must go to funding housing to be owned, developed or sponsored by experienced, community driven non-profit organizations designated as CHDOs

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THE HOME PROGRAM: HOME INVESTMENT PARTNERSHIPS
➢ Affordable Homeownership Activity
➢ down payment assistance and closing costs assistance

>New Construction rental and homebuyer

Acquisition/Rehabilitation rental, homebuyer units and owner-occupied units

>Tenant-based Rental Assistance







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THE HOME PROGRAM: HOME INVESTMENT PARTNERSHIPS NOAH – The Nonprofit Open Cycle Affordable Housing Program  $\triangleright_4$  units ... up to \$800 K

> CHAAP - The CHDO Annual Awards Program (CHAAP) Designated Non-Profit (Community Housing Dev. Org)

> **CSAR** – The CHDO Single Asset Rehabilitation program >Acquisition/Rehab for Homeownership







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FY 2021 HOME Allocation and Budget		
FY 2021 HOME Allocation	\$10,594,775	FY 2021 HUD Allocation
Program Income (FY 2020)	\$4,384,835	
FY 2021 HOME BUDGET	\$14,979,610	
Administration	\$1,497,961	10.0000%
CHDO Development	\$1,589,216	15.0000%
CHDO Operating	\$529,738	5.0000%
Sub-total	\$3,616,915	24%
Funds Available for Other Projects/ Activities	\$11,362,695	76%
Homeownership/ Single Family	\$3,000,000	20%
Rental Housing (Tax Credit)	\$7,862,695	52%
Owner-Occupied Rehabilitation	<b>\$</b> 0	
Tenant Based Rental Assistance	<u>\$500,000</u>	3%
Sub-total	-	76%
Total Amount Available for Other Projects/ Activities	\$11,362,695	
Total Estimated Budget	\$14,979,610	100%
🔥 Louisiana Housing 🛛 🔍 🔍	<b>III</b>	www.lhc.la.gov
Corporation LouisianaHousingCorp @lahousingcorp	Louisiana-housing-co	orporation



### **Housing Trust Fund**

www.lhc.la.gov

- \$8M available to Louisiana for the production or preservation of affordable housing to extremely-low income households
  - Coupled with the LIHTC program (30 AMI requirement)
- A HUD approved allocation plan must be established for HTF that is included in the Annual Consolidated Plan

FY 2021 Housing Trust Fund Allocation and Budget			
Total Allocation	\$8,124,196.00		
Administration (10% Maximum)	\$812,419.60		
Operating Costs	\$0.00		
Multifamily Development	\$7,311,776.40		
Single Family Ownership (Maximum of 10%)	\$0.00		





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### LOUISIANA HOUSING CORPORATION COMMUNITY BLOCK GRANT FUNDS (CDBG)

**ABOUT THE PROGRAM** The LHC offers the Community Development Block Grant (CDBG), a **flexible** program that provides communities with resources to address a wide range of unique community development needs.

• The annual CDBG appropriation is allocated between states and local jurisdictions called "non-entitlement" and "entitlement" communities, respectively.

LHC uses CDBG as a Piggy-Back Program with 4% LIHTCs
 Gap Financing and Resiliency Developments







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### COMMUNITY BLOCK GRANT FUNDS (CDBG)

### **ABOUT THE PROGRAM**

The LHC offers the Community Development Block Grant (CDBG), a **flexible** program that provides communities with resources to address a wide range of unique community development needs.

• The annual CDBG appropriation is allocated between states and local jurisdictions called "non-entitlement" and "entitlement" communities, respectively.

• Eligible activities and expenses include: Real property acquisition; Site improvements and development hard costs; Demolition; Financing costs; Relocation assistance; Operating cost assistance for rental housing; Reasonable administrative and planning, costs







# QUESTIONS?





Louis Russell (Director of Multi-Family Housing Development (225) 763-8639 – Irussell@Ihc.la.gov (225) 763-8700 • LHC.LA.GOV