



**HAND**

**27TH ANNUAL  
MEETING & HOUSING EXPO**

**2018**

**"DECONSTRUCT  
OUR PAST,  
REDESIGN  
OUR FUTURE"**

**JUNE 12th** 8am - 3pm  
OMNI SHOREHAM HOTEL  
WASHINGTON, DC

*featured exhibit*

**UNDESIGN —  
— THE REDLINE**

designing the

**WE**

WEB EDITION

• NEW COMMUNITIES INITIATIVE •

# Working to make all residents a part of the District's growing prosperity.

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New  
Communities  
Initiative



## "DECONSTRUCT OUR PAST, REDESIGN OUR FUTURE"

**8:00 AM – 3:00 PM | Diplomat Ballroom**

**Registration** - [check in here!](#)

**8:00 AM – 3:00 PM | Ambassador Ballroom**

**Housing Expo Open**

**9:00 AM – 12:00 PM | Birdcage Walk**

**Undesign the Redline Exhibit Tours**

Journey through decades of discriminatory practices and policies that have shaped our communities. The exhibit highlights communities represented within HAND's geographical footprint.

## UNDESIGN THE REDLINE

*Head to the Birdcage Walk to sign up for your guided tour!*

**9:00 AM – 12:00 PM | Palladian Ballroom**

**The Impact of Redlining on  
Communities and People:**

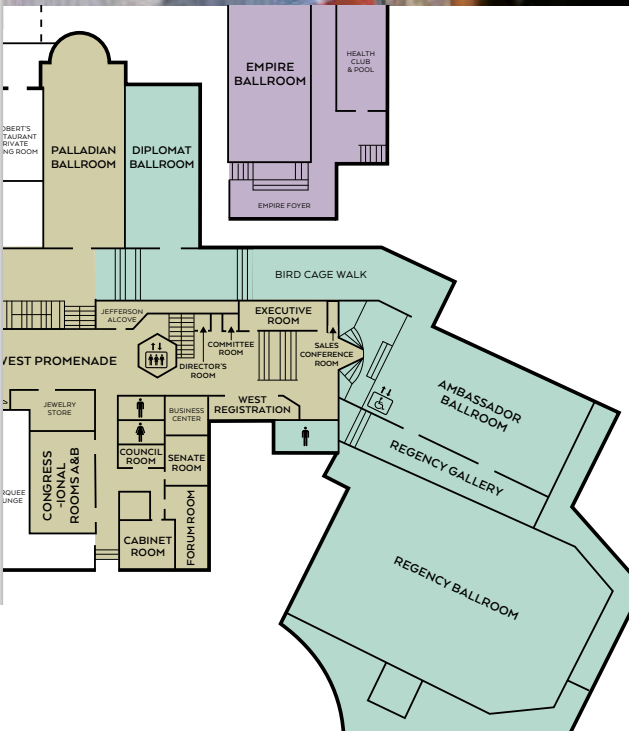
*Related Causes, Consequences, and Equitable  
Strategies for a Better Path Forward*

This plenary session will feature dynamic presentations and panel discussions with thought leaders taking a deep-dive into issues surrounding this year's theme.

**12:30 PM – 2:00 PM | Regency Ballroom**

**Awards Luncheon featuring:**

- \* Cardinal Shehan School Choir Performance
- \* Presentation of the Housing Achievement Awards & Children's Art Contest
- \* Keynote Speaker, April De Simone, Co-Founding Partner, Undesign the Redline and designing the WE





# 27TH ANNUAL MEETING & HOUSING EXPO

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GET SOCIAL!

@HANDHOUSING

#HANDAM18 #UNDESIGNTHEREDLINE

WIFI ACCESS: HAND





# shared — commitment

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Congratulations to Housing Association of Nonprofit  
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# A LETTER FROM OUR EXECUTIVE DIRECTOR

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**Dear HAND Friends,**

Welcome to the 27th Annual Meeting & Housing Expo! Each year we host the Annual Meeting, we have a chance to hear from premier thought leaders, connect with colleagues and honor the incredible work that you are doing in the region. As I reflect on this year's convening, I am excited about the opportunity it presents to educate, inspire and motivate us.

Last year, I remember my colleague giving me a call and telling me I must visit an exhibit called "Undesign the Redline." Though I was familiar with the practice of redlining and its impact on our communities, I walked away from that visit knowing that we needed to share the experience with all of our members and partners. Today, we are honored to host the exhibit, presented by designing the WE, and welcome its Co-Founding Partner, April De Simone, as our keynote speaker. It has been said, that if we don't understand where we have come from, we can't understand where we are going. In that same vein, if we as practitioners don't have a solid understanding of our industry's history, how can we respond to the ongoing issues that impact our work? HAND's Board of Directors and staff are committed to not only recognizing where we come from, but how we can appropriately play a role in where we go from here.

Over the past several months, HAND has been hard at work to serve as a key resource for our members. At the root of our organization are the trainings and seminars – which not only provide professionals with continuing education but also a space for the exchange of critical ideas. We are proud to report that we trained 1,327 individuals

this program year – a true sign of the need for this programming and our industry's continued growth!

I would be remiss if I did not also acknowledge additional players who help to carry out the work of the organization. Whether it was recruiting new members, planning curriculum or volunteering for the Point-in-Time homeless count, the Membership, Program and Braintrust Committees have been integral in helping us to maintain an ongoing presence in our local communities.

Courtney Battle, HAND's Membership Manager has worked tirelessly over the last year to enhance the membership experience with the introduction of the new Members Only Portal, member communications and more. We are also pleased to report that HAND welcomed over 70 new members to the HAND family!

As our industry grows, we also grow. The diversity of our membership directly reflects the partnership across sectors that are required to ensure the development of sustainable communities for all. If you are not a HAND member, I encourage you to consider not only what HAND can do for you, but what YOU can do for HAND! We are only as strong as our membership, and invite your fresh perspective, leadership and collaboration. I hope that you find value in today's meeting.



**Heather Raspberry**  
**Executive Director, HAND**



# HAND COMMITTEES

## EXECUTIVE

Raymond Skinner, East  
Baltimore Development,  
(EBDI) – President

Monica Warren Jones,  
Enterprise – Vice President

Winell Belfonte,  
CohnReznick – Treasurer

Erik Hoffman, Klein  
Hornig – Secretary

Maryann Dillon, Housing  
Initiative Partnership–  
Immediate Past President

## ANNUAL MEETING

Sasha Gaye Angus,  
McCormack Baron Salazar

Winell Belfonte, CohnReznick

Christopher Donald,  
DC Housing Finance  
Agency (DCHFA)

Nina Janopaul, Arlington  
Partnership for Affordable  
Housing (APAH)

Angie Rodgers, New  
Communities Initiative

Monica Warren Jones,  
Enterprise

Erik Hoffman, Klein Hornig

## FINANCE/AUDIT

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Steve Smith, AHC

John Spencer, Victory Housing

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Ed Delany, Capital One

Michael Scheurer, Cornerstones

Mike Schlegel, Bozzuto  
Construction Company

Raymond Skinner, EBDI

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Art Bowen, VHDA

Maryann Dillon, Housing  
Initiative Partnership

Catherine Inniss, Baltimore  
Renaissance Group

John Maneval, MD Community  
Development Administration

Brian Rappaport,  
AGM Financial

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NHP Foundation

Kathleen Berube, NHT-Enterprise

David Brotman, AHC

Tiffany Durr, KeyBank

William Ferrell, PNC

Paige Gentry, Klein Hornig

Jocelyn Harris, Housing  
Initiative Partnership

Reshma Holla, Telesis  
Corporation

Kofi Meroe, Foulger-Pratt

Caitlin Phillips, JPMorgan  
& Chase Co.

Quinn Pregliasco,  
Telesis Corporation

Maia S. Roberts, Ballard Spahr

Emily Schamberger,  
NHT-Enterprise

LaToya Thomas, Brick & Story

## PROGRAM

Ed Delany,  
Capital One

Erik Hoffman,  
Klein Hornig

Meghan Altidor,  
Nixon Peabody

Art Bowen, VHDA

Sarah S. Constant, Mission  
First Housing Group

Adam Diehl, RED Capital Group

Christopher Donald, DCHFA

Howard M. Ervin, Parallax  
Development Group

Morrya Jones, AHC  
Management

Linda Kelleher,  
Culpepper Garden

Oscar Macció, Hamel Builders

Laura Manville, AHC

Leslie Meyers, Bank of  
America Merrill Lynch

Susanna Mitchell,  
Nixon Peabody

LaToya Thomas, Brick & Story

# A LETTER FROM OUR PRESIDENT

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## Dear HAND Members and Partners,

On behalf of the Board of Directors, it is my great pleasure to welcome you to HAND's 27th Annual Meeting and Housing Expo. I would like to thank you for attending today's conference and wish you a wonderful experience as we explore the theme, Deconstruct Our Past, Redesign Our Future. Today's featured Undesign the Redline exhibit and Keynote Speaker, April De Simone, are a reminder to us all that there is much work to still be done. We will learn about the history of policies that laid the groundwork for the current state of communities throughout our region, and will walk away with a clear idea of what we as practitioners can do today to start redirecting life outcomes for our most vulnerable individuals and families across our jurisdictions.

As I reflect on my first year as HAND's President, I think about what an honor it has been to serve. With a front-row seat to the internal workings of our organization, I can confidently report to you that the infrastructure of HAND is stronger than ever. It is a delight to work alongside my fellow Board members - each a leader in his or her own right - in our various capacities on committees and in other roles. Under the leadership of our Executive Director, Heather Raspberry, the organization continues to grow immensely - expanding our reach throughout the Washington, Baltimore and Virginia region, and responding to evolving industry needs.

Over the coming weeks and months, HAND is excited to plot its next steps. We look forward to the next installment of our strategic planning process, which will set the tone for the next chapter of our story. As our organization continues to evolve, what remains consistent is the partnership with our members and other key stakeholders - the lifeblood of HAND. I highly encourage you to get involved - join HAND, check out our events calendar or lend your time to a committee - we are able to accomplish quite a bit, but can't do it without you!

I am confident that you will walk away from today's conference feeling empowered to go the extra mile as we ensure that all of our communities have access to affordable housing and equitable opportunities. Let's continue to work together to build upon our COLLABORATION. INNOVATION. TRANSFORMATION.



**Raymond Skinner**  
President, HAND



## BOARD OF DIRECTORS & STAFF MEMBERS

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Development, Inc.



Monica Warren-Jones  
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Steve Smith  
Director  
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John D. Spencer  
Founder and Director  
Victory Housing



Heather Raspberry  
Executive Director  
HAND



Courtney Battle  
Membership Manager  
HAND

**9:00 AM – 12:00 PM**

**THE IMPACT OF REDLINING ON COMMUNITIES AND PEOPLE:**  
Related Causes, Consequences, and Equitable Strategies  
for a Better Path Forward

**9:05 am | Welcome**

Sasha Gaye Angus, Senior Vice President, McCormack Baron Salazar; Board of Directors,  
Annual Meeting Chair, HAND

**9:10 am | The Institution of Inequity: A Story of Structural Discrimination**

Yanique Redwood, PhD, MPH, President & CEO, Consumer Health Foundation

**9:25 am | How did we get here? Causes and Consequences of Redlining**

*Moderator:* Nicky Goren, President & CEO, Eugene and Agnes E. Meyer Foundation

*Panelists:*

Gustavo Velasquez, Director, Urban-Greater DC, Urban Institute

Ernst Valery, President, SAA | EVI DEVELOPMENT

Dr. Steven Woolf, Director Emeritus, the Center on Society and Health,  
Virginia Commonwealth University

**10:35 am | Shifting the Paradigm: Solutions, Response, and Equitable Strategies**

*Moderator:* Vyjayanthi V. Rao, PhD, Co-director, Terreform

*Panelists:*

Harriet Tregoning, Immediate Past Principal, Deputy Assistant Secretary,  
Office of Community Planning and Development, HUD

Michael Sorkin, President, Terreform  
Urban Design, City College of New York

Monica Mitchell, Vice President of Community Development,  
Government and Community Relations, Wells Fargo

**11:45 am | Measuring Impact: How Action Creates Opportunity**

Tiffany Manuel, PhD, Vice President, Impact Knowledge & Strategy, Enterprise

**11:55 am | Closing Remarks**

Bryan Dickson, Director, Citi Community Capital

*Have a question for the presenters that wasn't addressed at Plenary? Let's keep the conversation going!  
Email [AnnualMeeting@HANDHousing.org](mailto:AnnualMeeting@HANDHousing.org) and we'll share your questions with today's speakers.*





Conway Center brings together affordable housing, healthcare and social services in one design. The overall project is a mixed-use development consisting of family housing units, single adult housing units, SOME's administrative offices and training facilities, a healthcare services unit and a retail unit.

Citi >> \$17.7 million bridge loan  
\$ 8.3 million construction loan.

## Commitment. Innovation. Solutions.

Growth and revitalization, ignited by development and preservation of affordable housing plays a critical role in the transformation of communities across America.

That's why we are proud to support HAND and their dedication to supporting the community development industry in its efforts to increase the supply of affordable housing in the Washington D.C. metropolitan area.

**Bryan Dickson**  
bryan.dickson@citi.com  
703.234.7308

**Jonathan Wittkopf**  
jonathan.wittkopf@citi.com  
703.234.7305

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## PLENARY SPEAKERS

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### **Bryan Dickson | Director, Citi Community Capital**

Bryan Dickson is a Director in the Mid-Atlantic office of Citi Community Capital. He is responsible for originating Citi's affordable housing products in the Mid-Atlantic region. Prior to joining Citi, Bryan spent 11 years in the Multifamily Division at Freddie Mac with 7 of those years in the Affordable Sales and Investments Group. Before that, he held positions at The Illinois Housing Development Authority and Berkshire Mortgage Finance in Chicago. During his 20-year career, he has worked on numerous complex and high-profile affordable housing transactions around the country.

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### **Nicky Goren | President & CEO, Meyer Foundation**

Nicky Goren is president and CEO of the Eugene and Agnes E. Meyer Foundation, which pursues and invests in solutions that build an equitable Greater Washington community in which economically vulnerable people thrive. Each year, the Foundation provides grants totaling more than \$7 million to more than 150 organizations working in the interconnected areas of affordable housing, education and workforce development, and financial security. Before being selected to lead the Meyer Foundation in 2014, Nicky served for four years as president of Washington Area Women's Foundation, which focuses on increasing the economic security of women and girls in the DC region.

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### **Tiffany Manuel, PhD | Vice President of Impact Knowledge & Strategy, Enterprise**

Dr. Tiffany Manuel has worked to expand opportunity for low-income workers, families and communities through 25+ years of professional and volunteer experience spanning the private and non-profit sectors, government and academia. As Vice President for Knowledge, Impact & Strategy at Enterprise Community Partners, she leads the organization's effort to measure impact and Enterprise's Opportunity 360 data platform. Tiffany works extensively with leaders across the United States to expand their capacity to make a powerful and compelling case for the work they are doing to tackle the issues of social, racial and economic inequality.

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### **Monica Mitchell | Vice President of Community Development, Government & Community Relations, Wells Fargo**

Ms. Monica Mitchell has over 17 years' experience in banking and financial education. She serves as Vice President and Community Relations Senior Consultant for the Maryland and Greater Washington DC regions for Wells Fargo Bank, responsible for coordinating Wells Fargo's affordable housing, workforce development, access to small business capital and financial education efforts for families in the regions as well as supporting the region's overall Corporate Social Responsibility work. Monica is also the founding President of the Board of the all-girls Lillie May Carroll Jackson Middle School in Baltimore City.

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### **Vyjayanthi V. Rao, PhD | Co-director, Terreform**

Vyjayanthi V. Rao, PhD, Co-director, is an anthropologist by training. Prior to joining Terreform, she held research and teaching positions at The New School for Social Research and at University of Chicago, where she also received her doctorate. From 2002 to 2004 she served as the Research Director of the Initiative on Cities and Globalization, Yale University, and as the Co-Director of Partners for Urban Knowledge, Action and Research (PUKAR), an innovative urban laboratory in Mumbai, India. Her current work focuses on cities after globalization, specifically on intersections of urban planning, design, art, violence, and speculation.

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### **Yanique Redwood, PhD, MPH | President & CEO, Consumer Health Foundation**

Yanique Redwood has overall responsibility for the strategic, programmatic, financial, and administrative operations of the Consumer Health Foundation (CHF), a private foundation in Washington, D.C. She joined CHF as its second President and CEO in 2012 and has led the foundation through a strategic shift that emphasizes the relationship between health, economic justice, and racial equity. Prior to joining CHF, Dr. Redwood was a senior associate at the Annie E. Casey Foundation where she managed the health and mental health portfolio of grants for the Evidence-Based Practice Team. Before joining the Casey Foundation, Dr. Redwood completed a post-doctoral fellowship in the National Center for Environmental Health at the Centers for Disease Control and Prevention (CDC).





**Michael Sorkin | President, Terreform, Professor of Architecture, Director, Graduate Program, Urban Design, City College of New York**

Michael Sorkin, President, is an architect and urbanist whose practice spans design, criticism, and pedagogy. Since 2000, Sorkin has been Distinguished Professor of Architecture and Director of the Graduate Program in Urban Design at City College of New York. He is the architecture critic for *The Nation*, contributing editor at *Architectural Record*, and author or editor of twenty books. Sorkin is a Fellow of the American Academy of Arts & Sciences, the recipient of the 2013 Cooper-Hewitt National Design Mind Award, and is a 2015 Guggenheim Fellow. He is also Principal of Michael Sorkin Studio, an international design practice that works in close collaboration with Terreform.

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**Harriet Tregoning | Immediate Past Principal, Deputy Assistant Secretary, Office of Community Planning and Development, HUD**

Harriet Tregoning is the immediate past Principal Deputy Assistant Secretary of the Office of Community Planning and Development at the U.S. Department of Housing and Urban Development. She initiated the first ever \$1 billion National Disaster Resilience Competition. Her work at HUD encompassed helping states, regions, cities, counties and towns across the country build a strong foundation for resilience in the face of a changing climate, and for a diverse and prosperous economy based on enhancing community quality of place, economic opportunity, fiscal stability, transportation choice, and affordability. She is now working with organizations to help states and localities increase their resilience to future natural and economic disasters.

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**Ernst Valery | Founder & President, SAA | EVI DEVELOPMENT**

Mr. Ernst Valery is Managing Member and President of SAA | EVI and shares overall responsibility for the day-to-day operations and execution of projects and relationships. Mr. Valery has successfully invested in and developed real estate in Maryland; Washington, D.C.; Pennsylvania; Virginia; California; and New York. For the past 16 years, he has been involved with development projects ranging from mixed-use, multi-tenant rental properties, single-family renovations and condominium conversions. Mr. Valery is also the founder and president of SAA | EVI affiliate Ernst Valery Investments Corp. (EVI), a private, minority-owned real estate investment firm established in 2001.

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**Gustavo Velasquez | Director, Urban-Greater DC, Urban Institute**

Gustavo Velasquez is director of the Urban Institute's Urban-Greater DC, a cross-center initiative and multidisciplinary program of evidence and policy analysis focused on the national capital region. As a reliable source of evidence and advice, Urban's Washington-Area Research Initiative provides insights from research to policymakers and practitioners in ways both relevant and actionable. Previously Velasquez served for nearly three years as Assistant Secretary for Fair Housing and Equal Opportunity at the US Department of Housing and Urban Development (HUD). During his tenure, HUD achieved groundbreaking enforcement victories in fair lending and in major housing discrimination cases.

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**Steven Woolf, MD, MPH | Director Emeritus, the Center on Society and Health, Virginia Commonwealth University**

Steven H. Woolf, M.D., M.P.H., is Director Emeritus of the Center on Society and Health at Virginia Commonwealth University. He received his M.D. in 1984 from Emory University and underwent residency training in family medicine at Virginia Commonwealth University. Dr. Woolf is also a clinical epidemiologist and underwent training in preventive medicine and public health at Johns Hopkins University, where he received his M.P.H. in 1987. He is board certified in family medicine and in preventive medicine and public health. In recent years, his work has turned to social determinants of health. Dr. Woolf has conducted studies demonstrating that addressing poverty, education, and the causes of racial and ethnic disparities could accomplish far more to improve the health of Americans than investing predominately in medical technological advances.

**12:30 PM – 2:00 PM**

## **AWARDS LUNCHEON**

### **Opening Performance**

Cardinal Shehan School Choir

*Under the Direction of Kenyatta Hardison*

### **Welcome**

Brett Macleod, Executive Director, Community Development Banking Group, JP Morgan & Chase Co.

### **HAND Greetings**

Ray Skinner, President, HAND

Heather Raspberry, Executive Director, HAND

### **Children's Art Contest Award Presentation**

Kayla Fotso, Grand Prize Art Contest Winner

### **Housing Achievement Awards Presentation**

Derrick Perkins, SVP, Market Executive, Bank of America Merrill Lynch

**President's Choice | Michael Bodaken,**  
Former President & CEO, National Housing Trust

**Best Large Affordable Housing Project |**  
**Wexford Manor Apartments, Wesley Housing**  
**Development Corporation**

Judith Cabelli, Project Manager, Wesley Housing Development Corporation

Shelley Murphy, President/CEO, Wesley Housing Development Corporation

**Virginia Peters Nonprofit Friend |**  
**Nonprofit Sustainability Challenge, Virginia**  
**Community Development Corporation**

Monica Jefferson, Grant Programs Manager, VHDA

Bob Newman, President & CEO, Virginia Community Development Corporation

**Emerging Leader | Chris Dickersin-Prokopp,**  
**D.C. Department of Housing and Community Development**

**Developer of the Year | So Others Might Eat (SOME)**

Fr. John Adams, President, SOME

Troy Swanda, Chief Housing Development Officer, SOME

### **Introduction of Keynote Speaker**

Ed Delany, Senior Vice President, Senior Capital Officer, Community Finance, Capital One

### **Keynote Address**

April De Simone, Co-Founding Partner, Undesign the Redline and designing the WE

### **Closing Reflections**

Angie Rodgers, Director, New Communities Initiative, District of Columbia

### **Door Prize Drawing & Adjournment**

Heather Raspberry

Ray Skinner

## **THANK YOU TO OUR 2018 HOUSING ACHIEVEMENT AWARDS JUDGES!**



**Charles Edson**  
Nixon Peabody



**Nancy Rase**  
Nancy Rase Consulting Services, LLC



**Jim Taylor**  
Fairfax County Government's Office of Public Private Partnerships



## BUILDING STRONGER COMMUNITIES

At JPMorgan Chase, we are committed to our communities and work with a diverse group of partners to provide creative and innovative solutions that respond to community development and affordable housing needs. These partnerships are essential to making a meaningful impact on communities, their residents and businesses.

We proudly support HAND's 27th Annual Meeting and Expo.



JPMORGAN CHASE & Co.



## KEYNOTE SPEAKER

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### APRIL DE SIMONE

Co-Founding Partner, *Undesign the Redline* and *designing the WE*



April De Simone is a transdisciplinary design practitioner and strategist with over 20 years of experience cultivating initiatives centered on systemically addressing complex socio-spatial

challenges. Her upbringing in the Bronx, New York, embedded a first-hand understanding of the long-term impact of policies and practices like Redlining, urban renewal, and the war on drugs on those who tow the front-lines. Continuing to advocate for innovation, she explores the role of design in activating equitable lived experiences within the built environment.

In 2015, she co-founded *designing the WE* (dtW), a for-purpose research and transformative design company working in community-driven social, cultural, and economic development. The company creates and uses tools like the *Undesign the Redline* (UTR) experience to contextualize and explore the transformation of place, race, and class in America. UTR curates a past to present journey of our most pressing and interconnected social challenges while provoking thought, questions, and dialogue around the policies, practices, and investments that not only accentuate systemic disparities and inequalities

but impede the full potential of democracy. Each engagement, activates a space where honest conversations around how race and socioeconomic factors reinforce systemic and structural inequity and how these inequities play out in the built environment. As a result of these engagements, diverse stakeholders from community organizers to government agencies delve into the themes of the exhibit and the role of design in shaping human experience.

Ms. De Simone also co-founded various socially conscious platforms, including the New York Metro Chapter of the Social Enterprise Alliance in 2010, *Urban Starzz*, a Bronx, New York-based social enterprise in 2007. She sits on progressive boards, including that of the American Sustainable Business Council and continues to work closely on a local and national level with diverse stakeholders on issues of race, equity, and new economies. April received her Bachelor of Arts in Social Science with a Concentration in Political Science from New York University and was recognized in 2012 for the Bart Lawson Award for Public Service. A Dean Merit Scholar recipient, she received her Master of Science in Design and Urban Ecologies from Parsons in New York.

*You can follow April's work at [www.designingthewe.com](http://www.designingthewe.com)*





# NHT-Enterprise.



## *Congratulations, Michael!*

*Recipient of the 2018 HAND President's Choice Award*

**We feel lucky to have had you lead us.**



**DELTA TOWERS**  
washington, dc



**THE SPRINGS**  
ballston, virginia

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**ELIZABETH SQUARE**  
silver spring, maryland



**ALEXANDER HOUSE**  
silver spring, maryland

**KGD** architecture



# HAND CHILDREN'S ART CONTEST

HAND is pleased to host our 14th Annual Children's Art Contest this year, themed "Show us Your Legacy." We encouraged students to explore their background and look ahead to their future. The contest was intended to help our youth gain a deeper appreciation for their own history and the world we live in, while also considering the contributions they will make to help grow successful, thriving communities.

## GRAND PRIZE WINNER



**Kayla Fotso**  
Victory Housing & Habitat America

"My inspiration behind my artwork is to show that you can be who you want to be. I want to be the person who helps others who cannot help themselves, and to put a smile on their faces to show that they are important."







Fatmata Marah, Humphrey Management



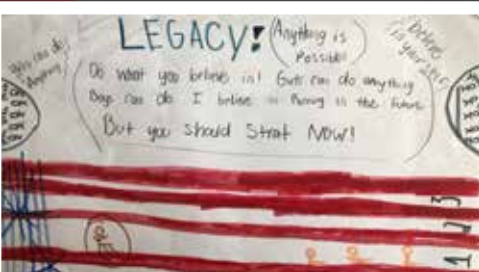
Chloe Yeager, Mission First Housing Group



Malisa Nguyen, NHT



Liam Wright, Homes for America



Mahlet Tsegaye, AHC, Inc



Nelly Chavarriaz, Montgomery Housing Partnership



Milen Abrha, APAH

HABITAT AMERICA'S Goal is to provide activities/services which will benefit the residents in an educational manner as well as meeting the social and mental health needs of the residents. Programs are often coordinated with community providers such as mental health agencies, hospitals, doctors, emergency services, legal entities, community colleges, schools, local churches, etc. Its staff is always looking to partner with local organizations who can provide a variety of services such as local food banks, health and wellness programs, intergenerational activities, cultural activities/services as related to the resident population and fun programs for the residents. The benefits will help keep the residents engaged in a healthy yet social lifestyle.

We are a proud sponsor of HAND, and congratulate you on 27 years of excellence and dedication.  
Thank you for the service and support you provide to the DC Metro region.

# ARE YOU READY?

As you look to take your company to the next level,  
CohnReznick can deliver the insight to help you get there.

We provide the affordable housing industry with forward  
thinking advice that can help turn business possibilities  
into business opportunities.

Look ahead. Gain insight. Imagine more.  
Is your business ready to break through?

Find out more at [cohnreznick.com/ah](http://cohnreznick.com/ah)



CohnReznick is an independent  
member of Nexia International

# GAIN INSIGHT

## AFFORDABLE HOUSING

TRANSACTION ADVISORY | FINANCIAL PROJECTIONS | COST CERTIFICATIONS | FINANCIAL STATEMENT AUDITS | EXIT STRATEGIES (YEAR 15)

# Thank You

for transforming lives and communities



Virginia's Housing Partnership | [vhda.com](http://vhda.com)





**WELLS  
FARGO**



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## Achieving great things for our community

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*Email [cbattle@handhousing.org](mailto:cbattle@handhousing.org) to learn more.*





HAND is pleased to welcome **BALTIMORE'S CARDINAL SHEHAN SCHOOL CHOIR** to its 27th Annual Meeting & Housing Expo! Under the direction of Kenya Hardison, these young leaders are a beacon of light to not just our local communities, but around the world. Last year a rehearsal video of the choir – made up of elementary and middle school students - went viral with more than 60 million views! In the face of an ever-changing political landscape and the negative news we encounter every day, the talented voices are an inspiration to us all. Serving a community where more than half of all students are on free or reduced lunch and receive tuition assistance, the Cardinal Shehan School is playing a critical role in the development of the next generation of leaders.

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VP & Market Leader, Mid-Atlantic  
Enterprise Community Partners, Inc.  
202.649.3925 | [dbowers@enterprisecommunity.org](mailto:dbowers@enterprisecommunity.org)

**Philip Porter**

VP & Syndication-Originator  
Enterprise Community Investment, Inc.  
410.772.2594 | [pporter@enterprisecommunity.com](mailto:pporter@enterprisecommunity.com)

**Chickie Grayson**

President and CEO  
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410.332.7400 | [cgrayson@enterprisehomes.com](mailto:cgrayson@enterprisehomes.com)

**Vic Agusta, Jr.**

Senior Vice President  
Bellwether Enterprise Real Estate Capital, LLC  
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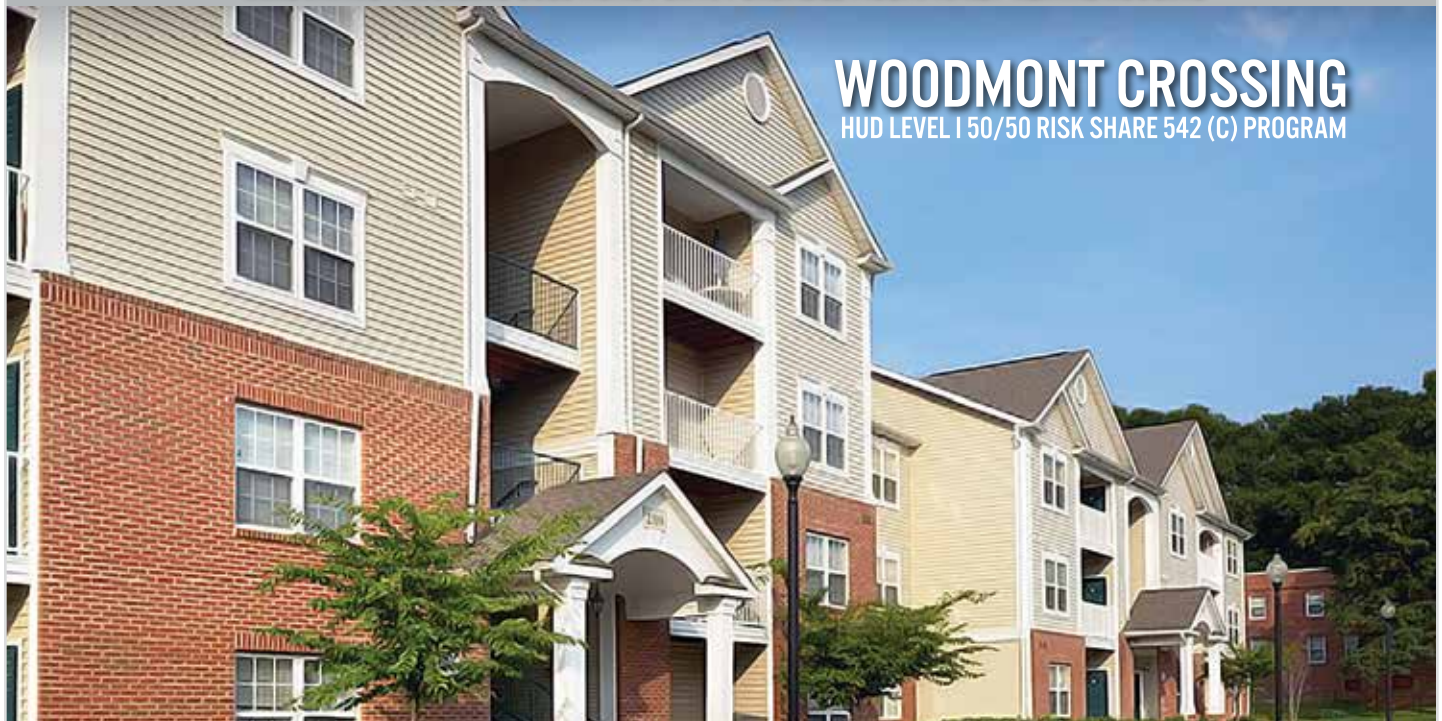
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Klein Hornig proudly sponsored the Undesign the Redline exhibit and applauds the 2018 HAND Housing Achievement Award Winners. Well done!



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# HOW WILL YOU UNDESIGN — THE REDLINE?

HAND was introduced to Undesign the Redline last year when a colleague insisted that our Executive Director, Heather Raspberry, visit the exhibit, which was being hosted at the Pepco Edison Gallery in partnership with Enterprise Community Partners and other industry players. Heather and the Annual Meeting Committee were so blown away by the content and its connections to social, economic and political issues of today, that it was clear that it should be shared with HAND's broader network of members and partners. HAND prides itself on equipping its members with the critical resources needed to do the hard work of creating and preserving affordable housing. It was not an option, but our responsibility to connect our audience with the content from today's programming. We realize that one conference will not solve the issues that our communities face, but our goal is that this convening will serve as a starting point for us to examine how we as an industry execute our work.

## WHY IS THIS IMPORTANT?

As housing and community development professionals, many of us work with individuals or communities that are dealing with a wide variety of challenges - not only access to affordable housing, but also gaps in education, health care

and transportation, among other items. These circumstances are not coincidental. They are a direct result of systems and structures that have been in place for years, dating as far back as the 1930s, such as redlining.

## WHAT IS REDLINING?

Redlining is defined as the discriminatory practice of withholding home-loan funds or insurance from neighborhoods considered poor economic risks. In the 1930s, the Home Owners' Loan Corporation put together "Residential Security" maps of major cities, which demonstrated how real estate professionals and loan officers evaluated mortgage lending risk. Regions marked green on the maps were deemed acceptable

— often the suburbs with a predominantly white population, while those marked red were typically made up of people of color. The lack of investment in the red areas resulted in high concentrations of poverty (which created a host of other issues), while the green zones experienced increased wealth, stability and social benefits.

## THE IMPACT

Slum clearance, planned shrinkage, broken windows policing and mass incarceration are just some of the policies and strategies that have been implemented within the "red" low-income communities across the country. These practices are far from independent.

In fact, they are a part of a large entangled web of segregation. Access to opportunity — whether it is housing or another factor — is the difference between wealthy, "successful" neighborhoods and those that struggle to stay afloat.



# HOW WILL YOU



**HAND**

27TH ANNUAL  
MEETING & HOUSING EXPO

# UNDESIGN

*After today's conference, we can continue to be mindful of what we've learned and start taking action. Here are a few ideas:*



## LET IT SINK IN

### THE UNDESIGN THE REDLINE EXHIBIT PRESENTED BY DESIGNING THE WE

takes us on a journey dating back to the 1930s. We encourage you to take it in at today's conference, then visit the exhibit again and maybe once more for good measure. For the remainder of June, you can check it out **June 4 -29, Monday-Friday, 9-5 PM at the following location:**

**DC Housing Finance Agency  
815 Florida Ave NW  
Washington, DC 20001**

There are years of history to digest, and we cannot act appropriately without a solid understanding of the connection between our past and the landscape of our communities today.



## DON'T LET THE CONVERSATION DIE

### TODAY'S DIALOGUE DOESN'T END HERE.

Keep the discussion going by:

- \* Sharing your takeaways with your colleagues, friends, family, neighbors and anyone who will listen.
- \* Taking a student (or group of students) to visit the Undesign the Redline exhibit.
- \* Attending other community programs on similar themes.
- \* Hosting your own program.
- \* Becoming an active member of an organization dedicated to this mission.
- \* Publishing a blog or submitting an op-ed to the local newspaper.
- \* Sharing relevant news with your network via social media, company newsletter or other communications channels.

GET SOCIAL!   

@HANDHOUSING #HANDAM18 #UNDESIGNTHEREDLINE

# YOU DESIGN THE REDLINE?

## UTILIZE TOOLS IN OUR TOOLKIT

*Although there is much work to be done, we are already equipped with several mechanisms that can help. The following are just a few of the resources already available to us. We encourage you to check these out, but to also add to this list over the coming weeks and months:*

- \* **The Racial Equity Impact Assessment (REIA):** A systematic examination of how different racial and ethnic groups will likely be affected by a proposed action or decision. You can find the REIA at Consumer Health Foundation's website: [consumerhealthfdn.org/tools](http://consumerhealthfdn.org/tools)
- \* **Enterprise's Opportunity360:** A comprehensive approach to understanding communities and improving outcomes using cross-sector data, community engagement and map-based measurement tools. Access the tool here: [enterprisecommunity.org/opportunity360](http://enterprisecommunity.org/opportunity360)
- \* **W.K. Kellogg Foundation's Racial Equity Resource Guide:** A list of organizations working in racial equity. Access the list at: [racialequityresourceguide.org/index.cfm](http://racialequityresourceguide.org/index.cfm)
- \* **The Aspen Institute's Glossary for Understanding the Dismantling Structural Racism/Promoting Racial Equity Analysis:** A helpful guide of terms used in our ongoing dialogue: [assets.aspeninstitute.org/content/uploads/files/content/docs/rcc/RCC-Structural-Racism-Glossary.pdf](http://assets.aspeninstitute.org/content/uploads/files/content/docs/rcc/RCC-Structural-Racism-Glossary.pdf)
- \* **The National Equity Atlas:** A comprehensive resource for data to track, measure, and make the case for inclusive growth in America's regions, and states, and nationwide: [nationalequityatlas.org](http://nationalequityatlas.org)
- \* **National League of Cities' "Advancing Racial Equity in Your City" Report:** 6 steps to tackling issues related to racial inequity in your city: [nlc.org/resource/advancing-racial-equity-in-your-city](http://nlc.org/resource/advancing-racial-equity-in-your-city)
- \* **"Expanding the Table for Racial Equity" Series:** A partnership between the Washington Regional Association of Grantmakers (WRAG) and Leadership Greater Washington to grow the regional, cross-sector network of philanthropic, nonprofit, and civic leaders who understand racism and are committed to working for racial justice: [puttingracismonthetable.org](http://puttingracismonthetable.org).

## MEET OUR PARTNER



Today's Keynote Speaker, April De Simone, is a design practitioner and strategist with over 20

years of experience cultivating initiatives centered on systemically addressing complex socio-spatial challenges. Her upbringing in the Bronx, New York, embedded a first-hand understanding of the long-term impact of policies and practices like Redlining, urban renewal, and the war on drugs. Continuing to advocate for innovation, she explores the role of design in activating equitable lived experiences within the built environment.

### designing the **WE**

In 2015, she co-founded designing the WE (dtW), a for-purpose research and transformative design studio working in community-driven social, cultural, and economic development. The company creates and uses tools like the Undesign the Redline (UTR) experience to contextualize and explore the transformation of place, race, and class in America. In addition to the interactive exhibit, dtW offers several workshops and curriculum on the history of structural racism and classism, how these designs compounded each other from 1938 Redlining maps until today.



## WHAT CAN WE DO?

### GIVEN THE THEME OF TODAY'S CONFERENCE

and all of the conversations we are having around **housing policy, systematic discrimination, equity** and most importantly – **actionable strategies** for us all to integrate, it is our hope that you walk away with not only a greater understanding of the factors that brought us to this point, but simple tasks we can start right away to **continue the dialogue, share the knowledge** we've gained and start to chip away at the status quo.

It starts with perspective. Is our work temporarily treating the symptoms or pursuing a cure? Even the most well-intentioned policies can be based in discrimination. When we begin to operate from a place of inclusion vs. isolation, it's a win-win for everyone. As we consider the idea of equity – racial equity, equitable development and equitable communities, are we thinking about it as a whole, keeping in mind how we can improve outcomes for **all** groups involved? For example, if John Doe lives in an area deemed a food desert- where he doesn't have access to a reputable grocery store – he has no choice but to purchase food (most of it pre-packaged) from a convenient store. This is likely to cause increased health issues for John, lead to higher levels of stress, impact his effectiveness at work, and ultimately his potential. What if his neighborhood welcomed grocery store options with fresh, healthy food? A healthier, happier John can add value to his community and the economic development increases reach for businesses and brings jobs to the area, among other benefits.

### KEEP US POSTED!

*After today's conference, tell us what you're doing to Undesign the Redline – just use the hashtags #HANDAM18 and #UndesigntheRedline on Facebook or Twitter.*



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**HAND****2017-2018 YEAR IN REVIEW**

COLLABORATION.  
INNOVATION.  
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**HAND IS THE ONLY MULTI-STATE  
MEMBERSHIP ASSOCIATION OF ITS KIND,**

serving a vast array of professionals dedicated to preserving and creating affordable housing across the Washington-Baltimore Metropolitan Area and throughout Virginia. The membership includes but is not limited to: real estate developers, service providers, lenders, advocates, investors, general contractors, accountants, lawyers, engineers, architects, government agencies, property managers, policy analysts, consultants, green building practitioners and students. Our jurisdictions, like many across the country, have experienced a weakening of the critical tools and financial support needed to develop healthy and sustainable affordable housing. In the face of limited resources and a growing need to serve the most vulnerable, HAND members and partners continue to rise to the challenge, empowering individuals and families and contributing to thriving communities.



## 2017-2018 BY THE NUMBERS



**18** BOARD MEMBERS

**46** COMMITTEE MEMBERS

**70<sup>+</sup>** NEW HAND MEMBERS

**60<sup>+</sup>** PROGRAMMING PARTNERS

**1,300<sup>+</sup>** ANNUAL MEETING REGISTRANTS



**1,327** INDIVIDUALS TRAINED

**22** TRAININGS, SEMINARS & NETWORKING PROGRAMS



**500**

TWEETS, FACEBOOK & LINKEDIN POSTS

**929**

HAND SANITIZERS DISTRIBUTED AT EVENTS

**0**

CUPS OF COFFEE LEFT UNTOUCHED

**9**

INTERNSHIP GRANTS DISTRIBUTED TO HAND'S NONPROFIT AND GOVERNMENT MEMBERS

**4**

GENERATIONHAND GRADUATE STUDENT SCHOLARSHIPS



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**ONE** COMMON THREAD: \_\_\_\_\_

THE DEDICATION TO CREATING  
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**FOR ALL.**





# HAND

## 2017-2018 YEAR IN REVIEW

### GETTING BACK TO OUR ROOTS

#### IT IS OFTEN SAID THAT HAND'S PROGRAMMING IS ITS "BREAD AND BUTTER."

The organization got its start nearly 30 years ago in the basement of a small church over brown bag lunches, and over the years as the small group expanded, it never lost sight of the value in educating and exchanging ideas with fellow practitioners. It is this commitment to our founding values that allows us to train over 1,000 professionals each year, often sharing information that our members and partners can immediately apply to their work on the ground. The 2017-2018 program year proved to be a successful combination of technical seminars, intimate discussion groups, professional development courses, volunteer activities, networking opportunities and signature events. HAND extends its gratitude to its Program, Braintrust and Annual Meeting Committees for its tireless work in planning and executing each session on the calendar – we could not do it without YOU!





## 2017-2018 PROGRAMS

### MEMBER MEETINGS

Seminars that cover timely topics on trends and tactics impacting affordable housing and community development.

### DISCUSSION GROUPS

Peer-to-peer sessions for members to share ideas, lessons learned and challenges specific to their job.

### TRAININGS

Educational forums designed to enhance job performance and customized to various career stages.

### SIGNATURE EVENTS

Annual mixers and conferences that provide opportunities for members to strengthen relationships within the HAND network, cultivate new partnerships with industry leaders and decision makers and celebrate the transformative work of fellow colleagues throughout the region.

### GENERATIONHAND

"Fireside Chat" style dialogues with industry leaders and volunteer events on the ground in the communities we serve, exclusively planned by the Braintrust Committee. These programs are designed specifically with the "emerging leader" in mind – practitioners who are on the rise within the affordable housing and community development industry.

### SEPTEMBER 2017

- \* GenerationHAND Volunteers at Park & Morton Block Party

### OCTOBER 2017

- \* GenerationHAND SoulCycle Fundraiser

### NOVEMBER 2017

- \* Local Real Estate Trends & Market Conditions
- \* GenerationHAND Dialogue | Managing Up & Across Your Organization
- \* Washington Gas Multifamily Incentive Program

### DECEMBER 2017

- \* Property Management Discussion Group
- \* Holiday Mixer

### JANUARY 2018

- \* Asset Management Discussion Group
- \* Innovative Tools for Creating and Preserving Affordable Housing
- \* GenerationHAND Volunteers at Point-In-Time Census

### FEBRUARY 2018

- \* Mixed Use Development: Rethinking Our Commitment to Community Development
- \* Federal Policy Updates & Impacts on Affordable Housing Finance

### MARCH 2018

- \* Developing Senior Housing with Services Using LIHTC
- \* NDC Housing Development Finance Professional Certification | Home Ownership Finance
- \* Refinance, Recapitalize and Redevelop | Innovative Bond Structures in Affordable Housing

### APRIL 2018

- \* GenerationHAND Dialogue | Manage Up and Accelerate Your Success: Taking Your Career to the Next Level
- \* Effective Construction Project Management
- \* NDC Housing Development Finance Professional Certification | Rental Housing Development Finance

### MAY 2018

- \* Financing Mixed – Income Communities
- \* Construction & Design Discussion Group
- \* 101s of Tax Exempt Bonds and 4% Credits





# HAND

## 2017-2018 YEAR IN REVIEW

### HIGHLIGHTS

#### GENERATIONHAND SOULCYCLE FUNDRAISER

We kicked off the 2017-2018 year with a bang! By way of the GenerationHAND SoulCycle Fundraiser, HAND was able to raise \$2,000 to award four scholarships to local graduate students studying real estate, architecture, urban planning and other related fields: **Nory Flores, Lee Goldstein, Samantha Pedreiro and Jazzmin Reid**. Selected by our review committee (Committee Chair and HAND Board Member Derrick Perkins, Maia Shanklin Roberts of Ballard Spahr and HAND's Heather Raspberry), each recipient received a complimentary HAND membership for one year to supplement their academic pursuits.





## HOUSING DEVELOPMENT FINANCE PROFESSIONAL CERTIFICATION SERIES

With the generous support of BB&T, HAND partnered with Virginia Housing Alliance to host the gold standard of training for affordable housing finance and development - **National Development Council's 4-course Housing Development Finance Professional Certification Series**. This highly-requested offering is providing a special opportunity for HAND members to obtain their certification for the first time at a heavily discounted rate – a benefit that we are pleased to offer all of our membership sectors. The series kicked off in March 2018, and HAND looks forward to the remaining courses to be held in the Summer and Fall.

## MEMBER ENGAGEMENT

HAND has been intentional in showing our appreciation for our members – the lifeblood of the organization. Whether it was a Night at Nats Park to show our appreciation for committee members, treating contest winners to a pizza party or one of our digital member profiles highlighting various organizations and their projects, we made it our business to ensure that you and your team felt valued, supported and engaged. We look forward to continuing these efforts, and connecting with more of the HAND family!

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*HAND is the premier organization for individuals and organizations committed to the creation and preservation of affordable housing in the Washington-Baltimore and Virginia regions.*

*[www.HANDHousing.org](http://www.HANDHousing.org)*

## AWARD WINNER PRESIDENT'S CHOICE

### MICHAEL BODAKEN



From 1993 to 2018, **Michael Bodaken** served as head of the National Housing Trust (NHT). During his tenure at the organization, Michael served as President of NHT, NHT-Enterprise Preservation Corporation (NHT-Enterprise) and the National Housing Community Development Fund (NHTCDF).

Michael was largely responsible for growing the organization into a leader in the field of affordable housing and advocating for “Green Preservation,” targeting grants and loans for energy retrofits of affordable housing. Under his leadership, the Trust won the John D. and Catherine T. MacArthur Foundation Award for Creative & Effective Institutions in 2014.

Since its inception, the Trust has financed and preserved more than 30,000 affordable homes throughout the nation, leveraging more than \$1 billion in financing. NHT, through subsidiary NHTCDF, provides low-interest loans to affordable housing developers across the U.S. Through affiliate NHT-Enterprise, NHT owns and operates nearly 5,000 affordable homes along the East Coast and Midwest.

Prior to joining the Trust, Michael worked as Deputy Mayor for Housing for the City of Los Angeles after having practiced public interest law for more than a decade. His interest in affordable housing began in his stint as a V.I.S.T.A. tenant organizer in Topeka, Kansas.

Michael is a member of the Board of the National Housing Conference, the Housing Justice Center, Homes for America and the Healthy Affordable Materials Project. He is a frequent guest lecturer and panelist at affordable



housing industry events.

In February 2018, Michael retired from the National Housing Trust. He is currently a consultant for the National Resources Defense Council on green financing of affordable housing. In fall 2018, Michael will begin teaching part time at the University of Maryland.



# AWARD WINNER DEVELOPER OF THE YEAR

SOME



With the opening of the **Conway Center**, SOME took its holistic service model one step further by offering affordable housing, job training and health care under one roof. This 320,000 square foot LEED-certified green building will be the **first facility in the District** to combine these services in a single location. It occupies nearly a full city block and is located directly across from the Benning Road Metro, east of the Anacostia River. The completed facility will provide:

- \* 30 homeless and extremely low-income families with affordable supportive service housing
- \* 172 homeless and extremely low-income men and women with affordable supportive service housing
- \* 300 adult students annually with job training at SOME's Center for Employment Training (CET)
- \* 10,000 underserved men, women and children per year with comprehensive care at the Medical and Dental Health Center operated by our partner, Unity Health Care
- \* Additional SOME administrative staff offices

SOME was creative in structuring the \$90 million financing plan, and served as good stewards in the use of available resources, including fundraising \$20 million of the needed funds. The affordable housing portion of the building was structured using a HUD Section 221(d) (4) insured loan, 4% Low Income Housing Tax credits, Tax Exempt Bonds, and DHCD Housing Production Trust Fund dollars. On the commercial side, it utilized the Healthy Futures Fund and New Market Tax Credits.

SOME's local and national partners include:

- \* HUD
- \* DC Housing Finance Agency
- \* DC Housing Authority
- \* DC DHCD
- \* Local Initiatives Support Corporation (LISC)
- \* National Equity Fund (NEF)
- \* Morgan Stanley
- \* Healthy Futures Fund, an initiative of LISC, Morgan Stanley, and The Kresge Foundation
- \* Citi Community Capital
- \* City First Bank
- \* DC Housing Enterprises
- \* US Bank
- \* Northmarq

In addition to the Conway Center, SOME opened the Reverend Griffin Smith House in summer 2017. The building, located near Skyland Town Center, has 38 supportive service housing for extremely low-income single adults in a mix of SRO and Efficiency units.

SOME closed on the permanent financing for this 37-unit supportive service housing program for extremely low-income families in April 2017. The building, located in Columbia Heights, will have a mix of 2 and 3-bedroom units. It is currently under construction and will complete in September 2018.

For more information contact: Troy Swanda,  
202-797-8806, [tswanda@some.org](mailto:tswanda@some.org), [www.some.org](http://www.some.org)

# AWARD WINNER BEST LARGE AFFORDABLE HOUSING PROJECT

## WEXFORD MANOR APARTMENTS



**W**exford Manor was originally constructed in 1970 as 74 garden apartments in two three-story buildings. Wesley Housing (WHDC) has been involved as a partner and subsequently owner since 1982. With the limited partner removed, WHDC successfully preserved affordability for 30 years using a combination 9%/4% LIHTC structure through two new LIHTC syndications in 2016. This provided the funding needed to extensively rehabilitate both properties. While the property continues to operate as one, there are two separate owners of the 38 and 36 unit parcels.

At the time of refinancing, 100% of the units were restricted to 60% AMI along with 14 Project-Based Section 8 units. Post-renovation, the property continues to be 100% LIHTC; however, half of the units were further restricted to ≤50% AMI. Thirty-seven units were restricted at 60% AMI, twenty nine at 50% AMI, and eight at 40% AMI. Wexford A has 14 Project-Based Section 8 units and Wexford B has five project-based vouchers through Fairfax County.

The combined renovation scope, totaling approximately \$8.5M (or \$114,000/unit), commenced in August 2016. Eight units were reconfigured to be fully accessible in Wexford A. Throughout, EnergyStar windows, energy

efficient HVAC systems, and new water heaters were installed. The entire underslab sanitary sewer, roof shingles, building entry doors, and internal unit entry doors were replaced. In addition to replacing defunct balconies, the exterior of the buildings received a major facelift.

Importantly, the infrastructure of each apartment received a thorough renewal. Each apartment received all new lighting, kitchen cabinets, counters and EnergyStar appliances. Bathrooms received new wet walls, wall tiles, floors, toilets, tubs, vanities and low flow water faucets and toilets. Site improvements included installing 100% accessible sidewalks throughout the community, fully resurfaced parking lots, landscaping, new site lighting, and upgrades to the leasing office. Notably, the renovation doubled the size of the Community Resource Center and, as a result, the number of residents it can serve annually. Each property earned EarthCraft Gold certification.

An exemplary public/private/nonprofit partnership with Capital One, Fairfax County Redevelopment and Housing Authority, Harkins Builders, Hudson Housing Capital, TD Bank, and the Virginia Housing Development Authority (VHDA) enabled the renovation.





## Leola Dorsey Community Resource Center

Jessup, MD  
Howard County Housing Commission



Photo by Eric Taylor Photography

Wienczek + Associates Architects + Planners extends our sincere congratulations for the opening of two supportive and transitional housing developments, serving the needs of area residents.

*Design Empowering People*



## N Street Village

14<sup>th</sup> Street NW, Washington, DC  
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## AWARD WINNER VIRGINIA PETERS NONPROFIT FRIEND

### NONPROFIT SUSTAINABILITY CHALLENGE



**N**onprofits today face a particularly challenging sea of change including governmental policy and the expanding needs in our communities. Virginia Community Development Corporation (VCDC) understands these struggles and is deeply committed to empowering nonprofits to ensure they are able to impact their communities and create a better region for all - long into the future.

From this commitment VCDC developed the Nonprofit Sustainability Challenge (NSC) program in 2015. The program, now in its third year, has been the catalyst for significant transformational change in 20 nonprofit participants. Through the program over \$7,500,000 has been able to be put to work in our communities through the positive social impact each of these nonprofits make.

During the year-long program, two leaders from each participating organization identify and pursue the most pressing challenge to the long-term sustainability of their operation. Challenges range from paying down debts and building reserves to planning for the orderly succession of long-term leaders, to re-tooling business models to be less reliant on volatile funding sources by building business lines that generate more recurring revenue sources.

The NSC is designed to build accountability for organizations to accomplish their specified goals - the program achieves this through ongoing support by skilled coaches and peer groups, relevant reading assignments,



the introduction and reinforcement of useful tools and frameworks that have proven to be successful in driving performance-based outcomes. A good deal of this work is accomplished in four 2 ½ day retreats, however quite a bit of the work occurs between retreat sessions when the coaches work closely with each group individually to keep them focused on the things that are most important to achieving success at their challenge.

*The program will be accepting applications for the fourth cohort in 2019. For more information, visit: [vacdc.org/nsc](http://vacdc.org/nsc)*





The Cornerstones Housing Corporation provides safe and supportive housing solutions for individuals and families, which allows them to care for themselves and their children and achieve self-sufficiency and independence.



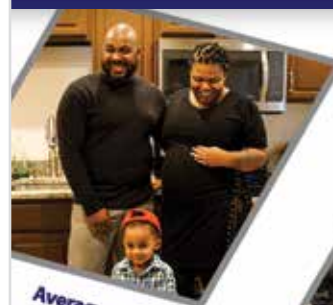
[www.cornerstonesva.org/housing](http://www.cornerstonesva.org/housing)

CPDC & Enterprise wish to congratulate the winners of the 2018 HAND Annual Awards.

**Together, we can continue to help our residents and communities**  
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**Housing Initiative Partnership, Inc.**



**Average annual mortgage reduction of \$4,740 for foreclosure prevention clients**



**\$6.24 million leveraged in the Kentland/Palmer Park Community**



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# AWARD WINNER EMERGING LEADER

## CHRIS DICKERSIN-PROKOPP



Chris is the Manager of the Development Finance Division (DFD) at the D.C. Department of Housing and Community Development (DHCD) where he leads an amazing team of dedicated professionals responsible for producing and preserving affordable housing in the District of Columbia. DFD administers the District of Columbia's 9% Low Income Housing Tax Credit (LIHTC) program and \$100 Million annual Housing Production Trust Fund (HPTF), along with a portion of the District's federal HOME, CDBG, HOPWA, and NHTF grants. Over the past few years, DHCD has transitioned from a unit producing \$30-50 Million in loans annually to a record high of \$138 Million in FY17, with a current underwriting and construction pipeline of more than \$400 Million of public financing and \$1 Billion in total development costs. DFD's accomplishments contributed towards the portfolio of successes for which the District was selected for the Urban Land Institute's Larson Housing Policy Leadership Award in 2017.

Within DHCD, Chris also participates in establishing and implementing affordable housing policy for the District, working with DHCD's policy team and other program areas, as well as with external groups such as the Housing Production Trust Fund Advisory Board and the Interagency Council on Homelessness. Chris has a Master's degree in Community Planning from the University of Maryland, College Park and a Bachelor's Degree from the University



of California, Los Angeles. He is a member of the American Institute of Certified Planners (AICP) and holds a Housing Development Finance Professional (HDFP) Certificate. Outside of work, Chris enjoys relaxing and traveling with his wonderful wife Alina and son Joaquin.





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# HAND Remembers



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1956-2018

*Executive Director  
LISC DC*



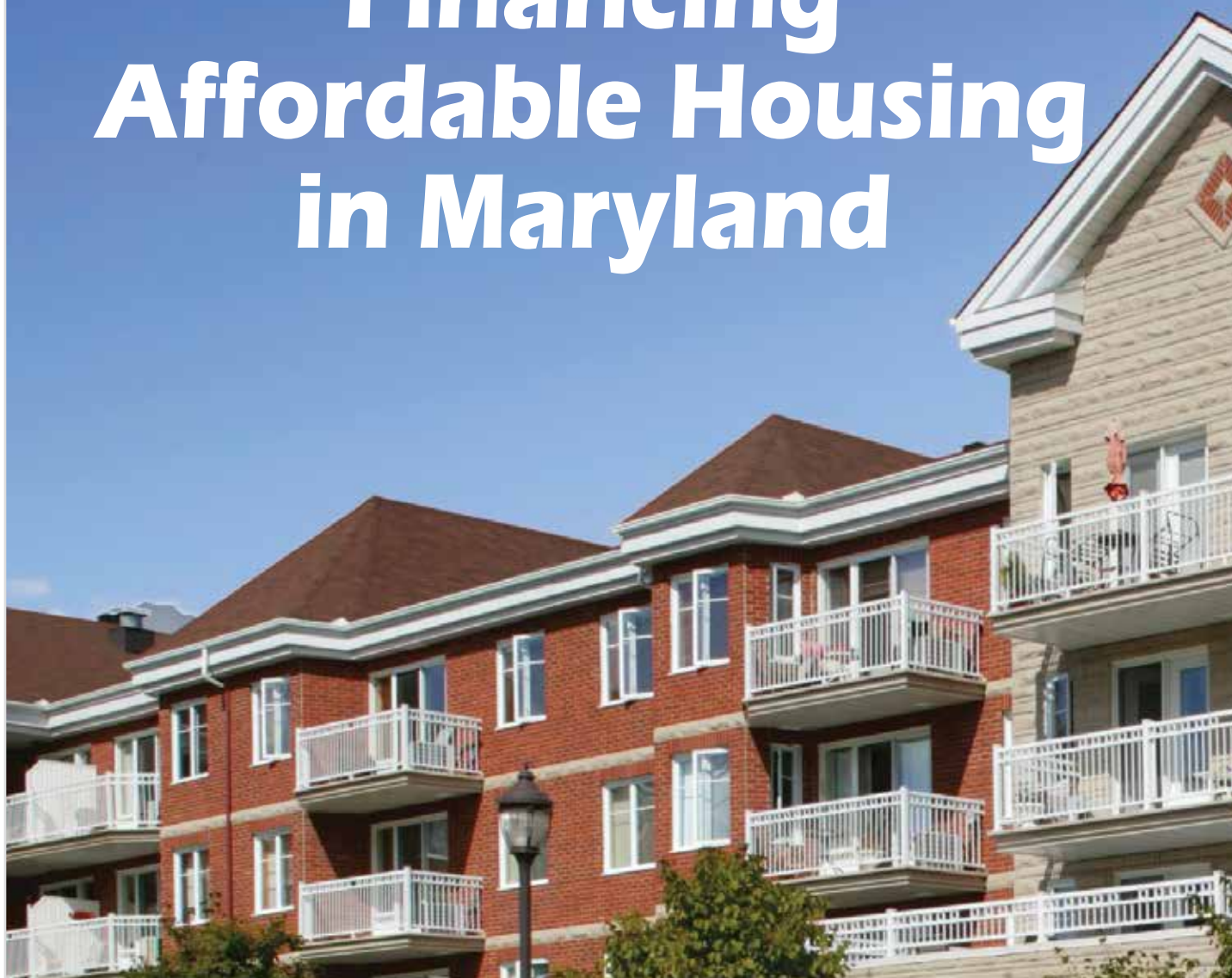
Bob Pohlman  
1944-2018

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# Financing Affordable Housing in Maryland



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National Affordable Housing Trust	Prince George's County Department of Housing & Community Development	Thinkbox Group	
National Alliance of Community Economic Development Associations	Quantum Real Estate Management	Thomas, Oluwatobi	
National Association for County, Community and Economic Development	R4 Capital LLC		
National Community Reinvestment Coalition	Rancilio, Jennifer		
National Equity Fund, Inc.	Raymond James Tax Credit Funds		
National Foundation for Affordable Housing Solutions, Inc.	RBC Capital Markets		
National Initiative on Mixed-Income Communities	Real Property Research Group		
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A photograph of a city skyline at dusk or dawn. The sky is a deep blue-grey. In the foreground, a river reflects the city lights and buildings. The city features a mix of modern glass skyscrapers and older brick buildings. The most prominent building is a tall, pointed skyscraper with a blue-tinted facade. Other buildings in shades of red, orange, and grey are visible. The overall mood is serene and urban.

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