

# PISCATAWAY CONOY

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HAND 30th Anniversary

Annual Meeting & Housing Expo

June 25, 2021 | 9am-5pm

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# A Decade of Rental Housing Vulnerability: Lessons Learned from Financial Crisis to Coronavirus

Wednesday, October 13, 2021 • Remote-Virtual/In-Person beginning at 4:00 pm

The NHP  
Foundation 2021  
Symposium



Save the Date



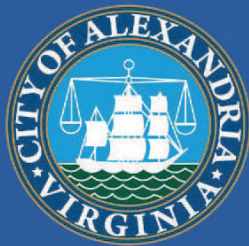
The NHP Foundation  
salutes HAND on their  
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# AGENDA

<b>9:00 AM - 5:00 PM</b>	Expo Hall & Social Lounge Open
<b>9:05 AM - 9:40 AM</b>	Honoring Native Land   Piscataway Conoy Three Decades of Reflection   HAND Leadership and Elected Officials
<b>9:40 AM - 2:00 PM</b>	Ignite Talks  <b>Equity In Action   Removing the Barriers, Unlocking Access for Black &amp; Brown Developers</b> <i>Brought to you by JPMorgan Chase</i>  <b>Putting the Community Back in Community Development</b> <i>Brought to you by Capital One</i>  <b>A Conversation with Dr. Andre M. Perry   Know Your Price: Valuing Black Lives and Property in America's Black Cities</b> <i>Brought to you by Virginia Housing</i>
<b>2:00 PM - 3:00 PM</b>	Expo Hall & Social Lounge
<b>3:00 PM - 4:00 PM</b>	Presentation of Housing Achievement Awards & Children's Essay Contest <i>Brought to you by PNC &amp; Bank of America</i>
<b>4:00 PM - 5:00 PM</b>	Expo Hall & Social Lounge

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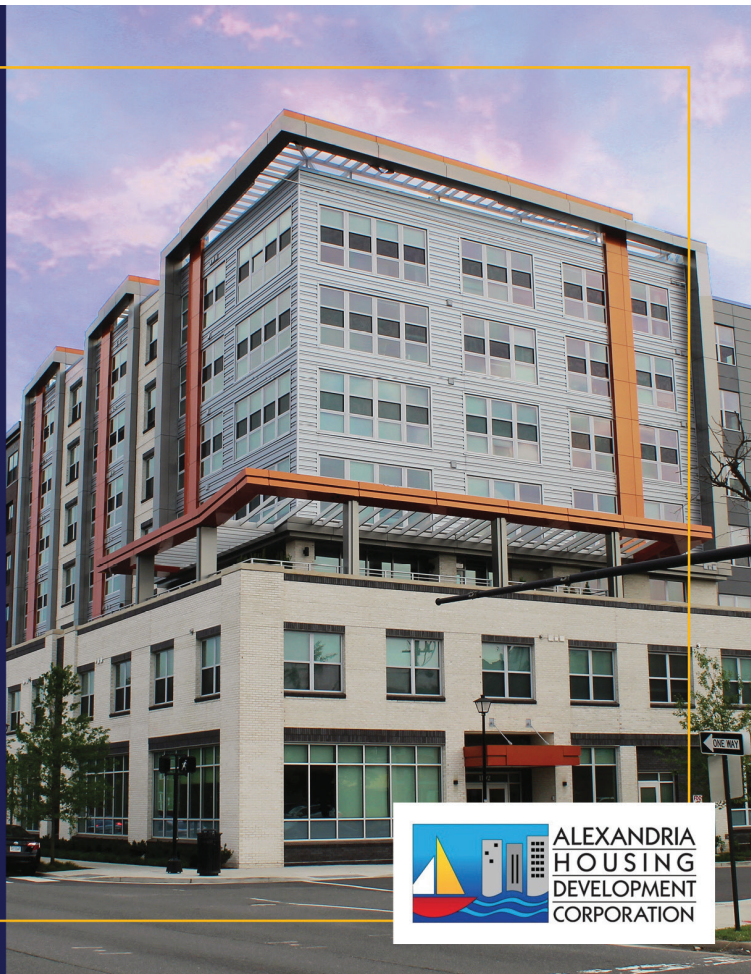
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*Right: The Bloom at Braddock/Carpenter's Shelter*



## Equity in Action

A Response to Ensure Access to Capital for Developers of Color

HAND members have direct access to advisory and financing solutions for affordable housing construction, refinancing, recapitalization, and acquisition, including access to Greystone's #1 ranked FHA lending platform.

The program is open to ALL institutional HAND members, and developers of color are strongly encouraged to apply.

Learn more about HAND and Greystone's partnership at: [www.handhousing.org/equity-in-action](http://www.handhousing.org/equity-in-action)

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# AMPLIFY YOUR INSIGHTS



HAND 2021 ANNUAL MEETING'S OFFICIAL GRAPHIC RECORDER

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# A LETTER FROM OUR EXECUTIVE DIRECTOR

Dear HAND Friends,

Welcome to the 30th Anniversary Annual Meeting & Housing Expo! It is my great pleasure to greet you on behalf of our Board and Staff, in recognition of this important milestone. It's hard to believe that we have three decades under our belt, but I'm honored to lead the organization at such a time as this. Today we celebrate HAND's evolution and growth, but we also simultaneously reflect on what has not changed for the communities we serve.

Over the past year, HAND's commitment to creating more racially equitable and just outcomes for our neighbors has only become more urgent. The senseless death of George Floyd and other persons of color was a stark reminder that there is still so much work to do. Unfortunately, the inequities that we see today are a result of structures that have been at play for hundreds of years. For this same reason, we've themed our conference in honor of Piscataway Conoy - the largest and most powerful tribal nation in our region, with a footprint that extended across DC, Maryland, Virginia and further into the Mid-Atlantic. Like many of our communities, our Indigenous neighbors are dealing with the impacts of trauma that dates back to the beginnings of this country. We hold space for them today, along with George Floyd, Breonna Taylor and so many others who were seen as disposable. Their lives matter and we will continue to say their names.

HAND has been intentional in its approach of reaching [beyond the symptoms](#) of inequity to address the root causes that amplify housing disparities and restrict access to opportunity for communities of color. We have been deliberate in curating programming to support our members in operationalizing racial equity within their respective organizations. Our conferences have also infused content that challenges our thinking around [gentrification](#) and the [history](#) of discrimination, segregation and housing policy. And this year, HAND partnered with Greystone to launch a debt and equity platform to increase opportunity for black and brown real estate developers. Titled [Equity in Action](#), this platform is just one example of how the organization is modeling for our members how to move from learning and reflection to an action agenda.

It is an incredibly important time for the community development sector. The pattern of systemic racism coupled with the ongoing housing affordability challenge in the Capital Region will require an all-hands-on-deck strategy to start carving a way forward. This is why HAND was pleased to also release the [Housing Indicator Tool \(HIT\)](#) this year. This platform holds all of us accountable with the latest information on housing production across the region and a comparison with local housing targets. As we face the obstacles ahead of us, we must work in partnership to create solutions.

But what makes me most proud is that in 30 years, HAND has never strayed from its mission of building the capacity of its cross-sector collective to support the development of sustainable communities for individuals at all income levels. Today, we consistently train over 2,500 'changemakers' each year with the tools needed to effectively create more housing opportunities. As we look ahead to the next chapter for HAND, I'm confident this will remain a priority.

Today you will hear us acknowledge a number of individuals that have been critical to HAND's longevity, and our day-to-day operations. I'd be remiss if I didn't start with HAND's Founder, John Spencer - thank you for your vision and your never ending support of HAND's activities. Although you have embarked on a well-deserved retirement, we will always appreciate your commitment to HAND and the creation of affordable housing across the region. I'd also like to express my gratitude to the Board of Directors and the HAND Team (Courtney Battle, Membership Director and Trianna Overton, Program Associate). Last but not least, I'm so appreciative of these talented players who bolster our operations: Robin Hamilton (Video Production), Nick Hollander (Accounting), LaToya Thomas (HIT Policy Director), Jen Lachman (Organizational Consulting), Stacey Smith (Graphic Design) and Jasmine Smith (Event Production).

In closing, I hope that today is not just another conference, but a meaningful experience. Although we are not in person, I can assure you that the agenda will make you think, allow you to connect with the HAND family and leave with a greater sense of purpose for the work that we do in our communities. We look forward to continued synergy on our collective goal of increasing opportunity across the region. Thank YOU for joining us for such a momentous occasion!



**Heather Raspberry**  
Executive Director, HAND

# STILL HERE... IN CELEBRATION & CHALLENGE | HONORING PISCATAWAY CONOY

The history of our nation is tainted with smears of systemic racism and discrimination from the very first steps of settlers onto American land. In 1619, a ship carrying the first enslaved Africans arrived at Point Comfort in Virginia. Just 15 years later, colonizers would make contact with Piscataway Conoy – the largest and most powerful tribal nation in our region, with a footprint that extended across DC, Maryland, Virginia and even further into the Mid-Atlantic. The dark days that followed laid the foundation for systems, policies, and programs that are still with us to this very day. HAND is standing firm in its commitment to [centering equity](#), and as we recognize the milestone of 30 years, we would be remiss if we didn't acknowledge that we have been battling the same challenges for hundreds of years. Still here in celebration. Still here in challenge. We remain dedicated to working alongside you to address the root causes that amplify housing disparities and restrict access to opportunity for communities of color. We celebrate, but we also say their names. George Floyd. Breonna Taylor. Piscataway Conoy. And so many others. Today we honor our Indigenous neighbors, who like many of our communities, are still underrepresented and underserved when it comes to accessing opportunity.





### **What does Piscataway mean?**

*The people where the rivers blend.*

### **How far did the Piscataway Conoy homeland extend?**

*The area now known as Virginia, and all land from the southern tip of St. Mary's County, Maryland, north to include Baltimore, Montgomery and Anne Arundel Counties, Maryland, to include Washington D.C.*

### **Is Piscataway Conoy federally recognized?**

*No. Being federally recognized allows tribes to establish tribal governments that possess a measure of sovereignty, have their reservation lands protected by the federal government from being purchased or taken by non-Indians, and to have federal authorities protect their sovereign status, their lands and tribal property, and their rights as members of domestic dependent nations. Because it is not federally recognized, the tribe doesn't qualify for health care through the Indian Health Service. Even in the midst of a surge of positive COVID-19 cases, the tribe still worked to vaccinate its members to ensure their health and safety.*

To learn more about our Indigenous neighbors, you can check out a number of resources across the region:

- [VA | Gulf Branch Nature Center](#)
- [DC | National Museum of the American Indian](#)
- [MD | The Biscoe Gray Heritage Farm](#)





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Contact the Program Director at [mdaymars@umd.edu](mailto:mdaymars@umd.edu).

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For 40 years, we've worked toward one mission: to make home and community places of pride, power and belonging, and platforms for resilience and upward mobility for all.

Enterprise salutes HAND's leadership, staff and membership for 30 years of dedicated service to the region. Thank you for your leadership.

**David Bowers**

Vice President & Market Leader,  
Mid-Atlantic  
[dbowers@enterprisecommunity.org](mailto:dbowers@enterprisecommunity.org)

**Brian McLaughlin**

President,  
Enterprise Community Development  
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**Philip Porter**

Vice President, Acquisitions,  
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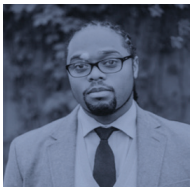
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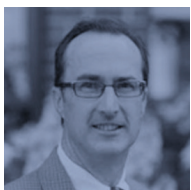
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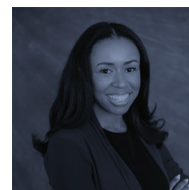
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## **A Decade of Rental Housing Vulnerability:**

### **Lessons Learned from Financial Crisis to Coronavirus**

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Wednesday, October 13, 2021 • Remote-Virtual/In-Person beginning at 4:00 pm

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**Mansur Abdul-Malik**

Recipient of the 2021 HAND Housing Achievement Award,  
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as an advocate, while centering  
equity in all that we do."

-Heather Raspberry  
Executive Director, HAND

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# Building stronger communities

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## **Alyia Gaskins, Founder and CEO, CitiesRX, LLC**



Alyia Gaskins is a Senior Program Officer at the Melville Charitable Trust. Alyia's work focuses on addressing housing affordability and housing stability as key components of preventing and ending homelessness for Black, Indigenous, and People of Color (BIPOC).

A public health strategist and urban planner, Alyia has over 10 years of experience developing and executing large-scale initiatives and partnerships. Previously, Alyia served as Assistant Director for Networks and Programs – Health at the Center for Community Investment (CCI). In that role she led Accelerating Investments for Healthy Communities, which helps hospitals and health systems invest in affordable housing. Prior to CCI, Alyia was a Senior Associate at the National League of Cities where she helped hundreds of municipalities pass over 3,000 policies to promote health equity through First Lady Michelle Obama's Let's Move! Cities, Towns, and Counties initiative. As a Policy and Program Associate at D.C. Hunger Solutions, an initiative of the Food Research and Action Center, Alyia partnered with municipal leaders to implement the D.C. Healthy Schools Act and the D.C. Healthy Tots Act – comprehensive legislation to improve the health and wellness of children. She also founded CitiesRX, a consulting firm focused on advancing innovative models of cross-sector partnerships.

Alyia also has a proven track record of service in Alexandria and Virginia, serving on the Virginia Fair Housing Board, Agenda Alexandria Board, the Alexandria Chamber of Commerce Government Relations Committee, Hunger Free Alexandria Steering Committee, her local church, and more.

## **Amanda Misiko Andere, CEO, Funders Together to End Homelessness**



Amanda Misiko Andere has spent over twenty years working in the nonprofit and public sector as a leader committed to racial and housing justice through advocacy for systemic change. Prior to joining Funders Together to End Homelessness as their CEO, she served as the CEO of Wider Opportunities for Women, a national advocacy organization. Currently, she serves as board chair of the United Philanthropy Forum and board member of Equity in

the Center and the Washington Regional Association of Grantmakers. Amanda is a founding member and on the leadership team for the National Racial Equity Working Group on Homelessness and Housing and the National Coalition for Housing Justice. She also serves on the Leadership Council for the DC Partnership to End Homelessness. As a former Co-Chair of A Way Home America, Amanda is a co-conspirator in their work to end youth and young adult homelessness rooted in racial equity.

# SPEAKERS

**Equity In Action | Removing the Barriers, Unlocking Access for Black & Brown Developers**

## Catherine Buell, Head of Community Development, Amazon in the Community

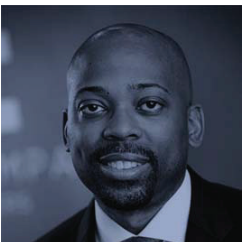


As Head of Community Development, Catherine Buell is responsible for long-term and innovative programs that address civic priorities in the communities where Amazon employees live and work.

Catherine previously served as the President and CEO of the Atlanta Housing Authority (d/b/a “Atlanta Housing” or “AH”) where led the agency’s strategic, financial and operational efforts by providing housing to more than 23,000 of Atlanta’s low-and extremely low-income households. During her tenure, she advanced major real estate efforts including partnerships with the Atlanta BeltLine, Inc. to develop affordable housing near the popular BeltLine and also work with Invest Atlanta to purchase the 19-acre Civic Center site in downtown Atlanta. She also served as Vice President of Policy and Programs for the Greater Washington Partnership, a first-of-its-kind civic alliance of CEOs in the Washington D.C. region, where she focused on a range of issues include regional housing policy issues.

Prior to her time in Atlanta, Catherine served as the executive director of St. Elizabeth’s East, one of the District of Columbia’s largest mixed-use redevelopment projects. As a result of her tenure, St. Elizabeths East became home to the District’s Entertainment and Sports Arena which hosts the Washington Mystic’s performance arena and Wizards practice facility, the Residences at St. Elizabeths (a mixed-income multi-family housing development), the R.I.S.E. Demonstration Center and Gateway D.C. She started her career as an attorney with Patton Boggs LLP where she counseled institutional investors on real estate assets and private equity funds in the United States, South America, and Europe. She is a cum laude graduate of Spelman College and the Georgetown University Law Center.

## Ellis Carr, President & CEO, Capital Impact Partners CEO, CDC Small Business Finance



Ellis Carr has more than 20 years of experience in the financial services and mortgage industries. Mr. Carr has served as Capital Impact Partners’ President and Chief Executive Officer since 2016. As of April 2021, he is also the Chief Executive Officer of CDC Small Business Finance (Learn more about this exciting new initiative at [www.investedincommunities.org](http://www.investedincommunities.org)).



Mr. Carr originally joined Capital Impact in 2012 as the Chief Financial Officer and Treasurer. Prior to joining Capital Impact, he held various positions in the investments, capital markets, strategy, and corporate finance areas within Freddie Mac, and in fixed-income fund management both domestically and abroad at Deutsche Bank.

Mr. Carr is an Aspen Institute Finance Leader Fellow; serves on Morgan Stanley's Community Development Advisory Board; is the Board Chair for Martha's Table; and Board Treasurer for HPN (the Housing Partnership Network). In 2018, he was recognized on Washington Business Journal's list of "Top Minority Business Leaders," as well as being named among their "Top 40 under 40" business executives in 2015. Mr. Carr graduated from Towson University with a bachelor's degree in Accounting, and from Georgetown University with a master's degree in Real Estate with a concentration in Finance.

## **Brett Macleod, Executive Director, JPMorgan Chase (Moderator)**



Brett Macleod is an Executive Director at JPMorgan Chase in the Community Development Banking group, where he finances affordable housing and urban revitalization real estate projects throughout the Mid-Atlantic. Prior to joining JPMC in April 2012, he was a Banker at Citigroup in the Citi Community Capital division. Brett has originated over \$1.5 billion of loans for a variety of deal types, including affordable rental properties, for-sale housing projects, real estate deals and large-scale urban retail centers. Brett currently serves as a board member for Cinnaire (formerly known as Great Lakes Capital Fund); Housing Association of Nonprofit Developers (HAND); and National Housing Trust Community Development Fund. He holds two BA's from Williams College and earned an MBA, magna cum laude, from the F.W. Olin Graduate School of Business at Babson College with concentrations in Finance and Global Management.

## **Steve Rosenberg, CEO & Founder, Greystone**



As CEO, Steve is responsible for the coordination and management of corporate matters. He founded Greystone in 1988 as an independent investment banking firm and has since developed it into a mature investment firm with a national reputation.

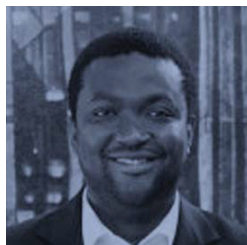
Steve leads Greystone as it successfully distinguishes itself in its creative approach and drive to provide solutions for its clients.

Prior to joining Greystone, Steve was a National Director with Dean Witter Reynolds.

Steve holds a D.M.D. degree from the University of Pennsylvania School of Dentistry and an M.B.A. from the Wharton School.



## Ernst Valery, Co-Managing Member, SAA | EVI



Mr. Ernst Valery is a co-managing member of SAA | EVI and shares overall responsibility for the day-to-day operations and execution of SAA | EVI 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 the founder and president of SAA | EVI affiliate Ernst Valery Investments Corp. (EVI), a private, minority-owned real estate investment firm established in 2001. EVI invests in select underserved and undervalued key emerging domestic real estate markets, defined as urban transitional areas with high residential and retail demand. Mr. Valery has extensive experience in affordable and market rate housing development and investment, including providing due diligence capabilities and extensive skills in budget planning, design development, marketing, and the supervision and guidance of contractors, architects and engineers. He is responsible for the securing and structuring of financing, including expertise in securing Historic and New Markets tax credits.

Mr. Valery is also active in social entrepreneurship and volunteer work, including a collaboration with a team of professionals and graduates from the Massachusetts Institute of Technology Community Innovators Lab (MIT CoLab) as well as efforts at incubating businesses around the world that help alleviate poverty and increase the earning potential of low income individuals, families, and communities.

Mr. Valery graduated from Columbia University's Master of Science program in Real Estate Development. He also obtained a Master's Degree in Policy Analysis and Public Administration and a Bachelor of Science degree in Urban and Regional Planning with a concentration in International Relations, both from Cornell University. Ernst is also a Mel King Community Fellow at MIT's CoLab.

## Adrian Washington, CEO and Founder The Neighborhood Development Company



Mr. Washington has over 30 years of experience in urban real estate development, construction and management. Since founding NDC in 1999 he has led the development of over 1 million square feet of real estate in the District, with an active pipeline of another 1 million. NDC is also a partner in the District's City Center DC project and in Baltimore's State Center project.

From 2005 until early 2007 Mr. Washington took a leave of absence from NDC

to serve as the President and CEO of the Anacostia Waterfront Corporation (AWC), the entity charged with leading the redevelopment of the city's Southwest and Anacostia Waterfronts, including Nationals Stadium, the Yards, and the Wharf. Mr. Washington grew up in the city's Anacostia neighborhood and is a lifelong resident of DC. He is a graduate of Stanford University and the Harvard Business School.

# SPEAKERS

## Putting the Community Back in Community Development

### Mustafa Abdul-Salaam, Managing Partner Community Economic Development Partners



Mustafa is an experienced professional planner/manager. His background prior to consultancy work was in both the not-for-profit and profit sectors as a hands on administrator. His academic qualification includes a BA in Social Anthropology and a MS in Urban Management/Economic Development.

During his management career Mustafa has provided leadership for several workforce and community development programs in the cities of New Haven and Hartford, Connecticut as well as Washington DC

Mustafa is the DC ANC Commissioner for 8C05 for the 2021-2022 term of office.

He is the founder and facilitator of the Ward 8 Community Economic Development planning process. The purpose of the process is to organize and mobilize the residents in the creation of a community-driven plan that will influence the short and long term development of Ward 8.

He has provided consultation to Redbrick LMD, a developer, with two major development projects in the Ward 8 community located in. His areas of focus are community engagement and supporting the community's economic development agenda.

In 2000 Mustafa was appointed by the Governor of the State of Connecticut to the newly created African American Affairs Commission. He served as the chair for the workforce/economic development committee.

### Anthony E. Cook, Professor of Law, Georgetown University (Moderator)



A magna cum laude graduate of Princeton University's Woodrow Wilson School of International and Public Policy, Professor Cook graduated from the Yale Law School and practiced venture capital and corporate law. He has completed two post-graduate fellowships, the first in Ethics and the Professions at the Kennedy School of Government and the second in Religion and Public Values at the Harvard Divinity School. He teaches

interrelated courses on race and class stratification, with a particular emphasis on progressive politics, voting rights, elections, and the legal structure of the political process. He has

## **SPEAKERS: Putting the Community Back in Community Development**

pioneered a groundbreaking course – Race, Inequality and Progressive Politics: Voting Rights in America – that brings professional, graduate, and undergraduate students from various disciplines into the same classroom to grapple with issues facing U.S. democracy.

At the local level, he works as a community practitioner, building bridges between the university and underserved populations, offering practicums on entrepreneurship and social innovation, global cities & urbanization, and community development. These courses provide students with a unique opportunity to partner with underserved communities in finding solutions to the complex problems they face. Professor Cook's scholarship has explored the relationship between progressive religious theology and progressive politics in America. His book, *The Least of These: Race, Law and Religion in American Culture*, explores the relevance of the social gospel and Dr. Martin Luther King's conception of the Beloved Community for race, class and cultural divides in American Society. For his work as a scholar and community activist who has worked with various grassroots and faith-based initiatives on community empowerment and economic development projects, the American Bar Association honored Professor Cook as One of 21 Lawyers Leading America into the 21st Century, citing his "unique synergy of action and thought."

## **Vance Gragg, Partner, Gragg Cardona Partners**



His professional activities share a common theme – bettering the community. As a Professor at the nationally recognized School of Business & Industry at Florida A&M University, he accomplished this by instilling in his students superior technical skills and a strong sense of community responsibility. As a business attorney and consultant he has been a key player in numerous domestic and international business start-ups, real estate projects, economic development initiatives, and community revitalization plans.

He is co-founder and principal of Gragg Cardona Partners, LLC. He is a graduate of both the Florida State University College of Law, and the University of Miami College of Law.

## **Dan Tangherlini, Managing Director, Emerson Collective**



Daniel "Dan" Tangherlini is currently a Managing Director with the Emerson Collective, a private philanthropic and investment firm dedicated to removing barriers to opportunity so that people can live to their fullest potential. His interest is in bringing enhanced performance to business, philanthropy and government. He also served as its first Chief Financial Officer until the fall of last year.

## **SPEAKERS: Putting the Community Back in Community Development**

Prior to joining Emerson, Dan was the President of the technology start-up Seamless Docs. His other role outside of public service was as the Chief Operating Officer of Artemis Real Estate Partners, a real estate private equity firm with commercial real estate investments across the United States. Prior to joining Artemis, Mr. Tangherlini served as Administrator of the General Services Administration (GSA), having been nominated to serve in the position by President Obama and confirmed by the US Senate. As the agency head of GSA since 2012, he identified creative ways to leverage unused government assets, particularly real property, including launching a series of high-value property exchange and redevelopment proposals such as the FBI Headquarters (DC), Volpe Transportation Research Center (MA) and Moffett Federal Airfield (CA).

Mr. Tangherlini served as the Chief Financial Officer at the U.S. Department of the Treasury from 2009 to 2013 (also a Senate confirmed position), concurrently serving as the Assistant Secretary for Management. Prior to his role at Treasury, he managed budget development and performance management of District agencies when he served as the District of Columbia City Administrator and Deputy Mayor from 2006 to 2009. While City Administrator, he also served in the capacity of the Vice-Chair of the Board of Directors for the DC Water and Sewer Authority (now DC Water). In 2006, he served as the Interim General Manager of the Washington Metropolitan Area Transit Authority (Metro). From 2000 to 2006, he served as Director of the District of Columbia Department of Transportation and from 1998 to 2000 as Chief Financial Officer of the Metropolitan Police Department. From 1997 to 1998 he served in the Office of Policy at the U.S. Department of Transportation and from 1991 to 1997 he served in various capacities at the U.S. Office of Management and Budget.

Mr. Tangherlini received a B.A. and an M.P.P. from the University of Chicago, and an M.B.A. from the Wharton School of Business at the University of Pennsylvania. He serves on a number of non-profit boards and lives with his wife, daughters and dogs on Capitol Hill in Washington, DC. He fixes broken things for fun.



# SPEAKERS

## A Conversation with Dr. Andre M. Perry | Know Your Price: Valuing Black Lives and Property in America's Black Cities

### Dr. Andre M. Perry, Know Your Price: Valuing Black Lives and Property in America's Black Cities



Andre M. Perry is a Senior Fellow with the Brookings Metropolitan Policy Program, a scholar-in-residence at American University, and a columnist for the Hechinger Report. Perry is the author of the new book "Know Your Price: Valuing Black Lives and Property in America's Black Cities," which is currently available wherever books are sold. A nationally known and respected commentator on race, structural inequality, and education, Perry is a regular contributor to MSNBC and has been published by The New York Times, The Nation, The Washington Post, TheRoot.com and CNN.com. Perry has also made appearances on CNN, PBS, National Public Radio, NBC, and ABC. Perry's research focuses on race and structural inequality, education, and economic inclusion. Perry's recent scholarship at Brookings has analyzed Black-majority cities and institutions in America, focusing on valuable assets worthy of increased investment.

Prior to his work at Brookings, Perry has been a founding dean, professor, award-winning journalist, and activist in the field of education. In 2015, Perry served on Louisiana Governor-elect John Bel Edwards' K-12 education transition committee, as well as on New Orleans Mayor-elect Mitch Landrieu's transition team as its co-chair for education in 2010. In 2013, Perry founded the College of Urban Education at Davenport University in Grand Rapids, Mich. Preceding his stint in Michigan, Perry was an associate professor of educational leadership at the University of New Orleans and served as CEO of the Capital One-University of New Orleans Charter Network.

A native of Pittsburgh, Pa., Perry earned his Ph.D. in education policy and leadership from the University of Maryland College Park.

### Monica Warren-Jones, President, HAND



Ms. Warren-Jones serves as the Director of Capital Solutions for the Enterprise DC Local Office. With 15 years' experience in real estate finance and development she supports nonprofit and for-profit partners by providing strategic solutions using Enterprise products and services including debt, equity and new markets tax credits for development and preservation of sustainable housing and community facilities.

Ms. Warren-Jones has participated in or led presentations, testified at public hearings, led panel discussions and webinars on multifamily finance and community development finance on behalf of the U.S. Department of Housing and Urban Development, Federal Department Insurance Corporation, and myriad local government housing officials in effort to share best practices.

Through her work at Enterprise, she has generated more than \$300 million of investment activity for the creation and preservation of more than 1200 units of housing. As Senior Lender, she managed the administration of a \$28 million preservation loan portfolio sourced via public and private funds.

Prior to Enterprise, Ms. Warren-Jones served as a Vice-President of a non-profit community development firm and prior, as a Senior Account Manager with Fannie Mae where she evaluated real estate investments for large scale, residential projects utilizing low income housing tax credits, conventional debt and/or bond financing. She has also worked professionally with housing nonprofit organizations in Washington DC and Boston, Massachusetts.

Ms. Warren-Jones holds an MPA from Harvard University, an MBA from Boston College, and an undergraduate degree from Howard University. She previously served as an elected member of the DC State Board of Education and she is a Notary Public in the District of Columbia. She is a Washington DC resident with two children in DC Public Schools. Monica enjoys reading, independent films, and cooking and consuming international cuisines and learning through others.

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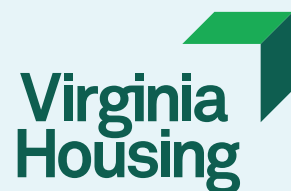
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**For more information, contact:** Claudia Boire at [CBoire@neighborhooddevelopment.com](mailto:CBoire@neighborhooddevelopment.com) or Michaela Kelinsky at [MKelinsky@neighborhooddevelopment.com](mailto:MKelinsky@neighborhooddevelopment.com)





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# HAND HOUSING ACHIEVEMENT AWARDS



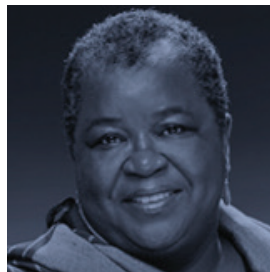
Did you know that the Housing Achievement Awards are nearly as old as HAND?

In 1997, HAND hosted its very first Annual Meeting and awards ceremony, recognizing exemplary members and partners doing the hard work of building thriving communities. Ever since, the awards program has continued to honor practitioners going above and beyond to provide housing and other services for the benefit of our most vulnerable neighbors. This year's slate of winners represent the most outstanding and innovative housing developments, programs and solutions across the region. It's our pleasure to celebrate all of the 2021 Housing Achievement Award recipients! We are inspired by the incredible work you and your teams are doing, and wish you continued success as you increase opportunity through the vehicle of housing.

## THANK YOU TO OUR 2021 HOUSING ACHIEVEMENT AWARDS JUDGES!



**Conrad Egan**  
National Housing  
Policy Expert



**Donna Gambrell**  
CEO,  
Appalachian Community  
Capital



**Margaret McFarland, JD**  
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FEATURE	FHA LOAN	PNC COMMUNITY LOAN	WHICH MEANS
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LOAN TERMS	Fixed-rate and ARM* (adjustable-rate mortgage)	Fixed-rate only	If you want to start with a lower initial payment, FHA is the option
PROPERTY LOCATION	All areas	Limited	You should ask a PNC Mortgage Loan Officer if PNC Community loans are available in your area
HOMEBUYER EDUCATION	Not required	Required	Homebuyer education is required with a PNC Community loan

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# WELLS FARGO



# PRESIDENT'S CHOICE

## Angie Rodgers



The President's Choice award is HAND's highest honor! This prestigious award recognizes lifetime achievement or an exemplary, state of the art response to providing affordable housing or support service. This year's honoree has a dedication to our work that is unmatched, and it is our pleasure to have her on board, not just as a member but also a valued thought partner and stakeholder in our efforts to create more equitable outcomes in our communities.

Angie Rodgers is the Deputy Chief Administrative Officer for Economic Development in the Office Of Prince George's County Executive Angela Alsobrooks. Serving as a member of the executive leadership team, she is responsible for the county's strategic direction for economic, real estate and community development. She is also responsible for oversight and coordination with a number of different agencies in the economic development cluster. With a track record for executing mixed finance transactions and large-scale development projects, she joined the Office Of The County Executive in 2020 from the District of Columbia where she most recently served as the Chief of Staff to the Deputy Mayor for Planning and Economic Development (DMPED). As DMPED Chief of Staff, she was responsible for budget, policy and operations for the 89-person agency with a \$45m operation budget and a \$250m 6-year capital budget, supporting real estate development, business development and revenue bond activities, as well as coordinating budget and policy initiatives among eight district government housing, planning, Small business and creative agencies. Prior to that, she was the director of the New Communities Initiative (NCI) in DMPED where she was responsible for the redevelopment of four public housing neighborhoods with a development potential of up to 6,000 residential units and 100,000 square feet of commercial space.

She has over 18 years of affordable housing experience, having provided real estate finance, policy, research and advocacy services to organizations throughout the Washington metropolitan region. She is committed to improving how we plan, design, finance, build and support communities that can deliver the same opportunities and benefits to people of all backgrounds, and can specifically move low-income households toward areas of opportunity rather than away from them. We know it often takes a village to bring affordable housing to fruition, and she is adept at collaborating with local, regional and national stakeholders to implement innovative solutions to community challenges.

Rodgers has a B.A. in Government and African American studies from Wesleyan University (Middletown, CT), and a Masters in Public Policy (mpp) from the university of California, Berkeley.



# DEVELOPER OF THE YEAR

## Arlington Partnership for Affordable Housing (APAH)



In 2020, APAH advanced its goal to serve residents throughout the DMV with projects in five jurisdictions; delivered exceptional support as community members struggled through the pandemic; and, launched deeper, more intentional work on racial equity.

As APAH prepares for the leadership transition of CEO Nina Janopaul, who will retire in June, to Carmen Romero, who has long-led APAH's development team, it is an apt time to recognize the organization's exceptional 2020 achievements as well as the extraordinary five-fold growth achieved during Nina's tenure, that transformed a small, struggling organization to a developer with regional impact, recognized as one of the Top 50 Affordable Housing Developers in the nation.

Expanding Housing Opportunity: With 2,062 affordable units in service and 1,419 under construction or in active pre-development, APAH is accelerating production to meet the region's affordable housing needs. 2020 highlights include:

- **Innovation:** APAH closed and began construction on Terwilliger Place, pioneering a replicable, first-in-the nation model that creates 160 units of affordable housing and builds a new Post at a local American Legion site. APAH closed a finance gap with a successful \$4 million capital campaign. Gilliam Place, awarded Best Multifamily Project at Virginia's 2020 Governor's Conference, completed lease-up of its 173 affordable homes. Arlington Presbyterian Church and La Cocina VA, a culinary training center and café, opened in the mission-serving ground-floor retail space.
- **Preservation:** APAH purchased and preserved Snowden's Ridge, an 87-unit, Section 8 community in Montgomery County. In 2020, property-wide unit renovations began including a new community center that will support future services.

- **Partnership:** APAH is creating significant new affordable housing with for-profit partners, including: Loudoun View (98 units, under construction in Loudoun); Braddock Road (80 units in Fairfax, tax credits won in 2020); and, Fort Totten (93 units in Washington, DC).

- **Persistence:** Queens Court, 249 units in 12 stories in Rosslyn, completed construction safely and 2-months ahead of schedule. Redeveloping its garden-style property, APAH worked for a decade to secure needed density and proffered a public park as part of an award-winning area plan that includes a school, a fire station, and luxury condominiums. After Central United Methodist Church, located directly at a metro stop, failed twice to win tax credits and amassed significant pre-development debt, APAH stepped in, restructured the project, and found a workable financing path. The project, 144 affordable units above a new worship space, pre-school, and homeless meals program, will begin construction this year.

Supporting APAH Residents: APAH worked tirelessly to keep all of its residents securely housed and meet basic needs. The organization repeatedly extended its eviction moratorium ahead of government requirements—and has committed to no financial evictions through the end of 2021. Navigating rapidly changing programs, APAH helped residents secure more than \$1.6 million in rent relief; raised \$300,000+ to provide emergency cash support, made 3,100 deliveries to seniors, and coordinated 21,000 units of grocery distribution. APAH was a leading advocate at the local and state level, providing critical feedback to direct and refine programs to better meet resident needs. APAH's work was recognized by Governor Ralph Northam who announced expansion of the rent relief program at Gilliam Place in February 2022.

Centering Racial Equity: Always seeking to amplify resident leadership, APAH sharpened its focus on racial equity in 2020. Tamara Copeland, former president of WRAG and 2019 HAND President's Choice awardee with Community Foundation leader, Amy Owen, led multiple education and training sessions for staff and Board including the Onion Dialogue process, active REDI committees and department leaders have incorporated specific racial equity goals into workplans. Intentional recruitment has enhanced APAH's Board and staff: all four new Board members are POC (now 40% overall), six of the last eight staff hires identify as POC, bringing both Board and staff into closer alignment with the communities we serve on this continuing journey.





# BEST LARGE AFFORDABLE HOUSING PROJECT

## Crystal House Apartments



On December 31, 2020, the nonprofit Washington Housing Conservancy (WHC) completed the acquisition of Crystal House, an 825-unit market rate apartment community in Arlington, VA that is being converted to affordable housing, ensuring that moderate-to-low-income individuals and families can afford housing in a high growth market that is one of the country's wealthiest counties. The project exemplifies how the private sector can join with local nonprofit and social impact efforts to support our neighbors and strengthen our communities. It ensures that Arlington residents—from firefighters to teachers to caregivers—are not displaced because rents outpace their incomes, further supporting the diversity and economic inclusivity of this dynamic national capital suburb.

### **Nonprofit and Private Partnership**

In late 2020, WHC and Amazon forged a unique partnership to preserve and create more than 1,300 affordable homes, one block from Amazon's new Arlington headquarters. A below-market loan from Amazon opened the door for WHC to acquire the 16-acre property that hosts "Crystal House," one of Arlington's largest rental properties, and stabilize rents at two existing buildings over the next five years. The plan also provides for future development of a vacant parcel to create additional affordable housing in a county that has lost 17,000 privately owned affordable housing units since 2005.



The first WHC acquisition is highly unique:

- Private Sector Financing – Affordable housing was created with zero public sector resources, preserving those scant resources for those in the lowest-income earning brackets.
- Conversion from Market Rate to Affordable Units – This highly unusual approach converts market rate housing to units that are affordable in a market where rents are skyrocketing and redevelopment risks putting the neighborhood out of reach for most moderate and low-income earners.
- Long-term Impact – A 99-year covenant ensures long-term affordability for residents.
- Social Impact – The acquisition includes grant funding for programs to help residents build wealth and promote opportunity.
- Speed – The transaction was completed in a rare timeframe of less than two months.

### **Financing Innovation**

To preserve the affordability of more than 619 apartment homes (or 75% of the units), Amazon provided a \$339.9 million investment in a below-market rate loan of 2.5% plus \$42 million in grants to preserve Crystal House. WHC invested \$5 million in the acquisition. The Washington Housing Initiative, through its impact pool, provided \$6.7 million in loans. Because of the availability of capital and the real estate expertise of JBG Smith, the acquisition of Crystal House was executed in less than two months, a highly expedited timeline in the commercial real estate sector. Crystal House rents will be significantly lowered over a five-year period through vacancy and natural turnover to reach rents affordable to households earning less than 80% of the area's median income. No displacement or relocation is expected. WHC is selling an option on the undeveloped part of the property to Amazon, which will work with the county and community to explore options for new affordable housing development that is expected to create 717 apartments and 21 townhomes.

### **Resident and Community Engagement**

JBG Smith manages the property on behalf of the Conservancy, and Amazon is providing a grant of \$2 million to support the WHC's social impact work. In a WHC community, property managers go well beyond the traditional role and are given training, support, and accountability in coaching residents to solve problems, encouraging them to be active and engaged neighbors, and fostering opportunities to enrich the quality of life within the community. Because of this innovative partnership and unique proposition to convert market-rate housing to affordable, Crystal House also supports WHC's placemaking and community-building mission with amenities that are atypical for affordable housing properties. Crystal House includes an Olympic-size swimming pool, two rooftop decks with lounges and fireplaces, a state-of-the-art fitness center, and a luxury clubhouse and resident lounge. WHC also has been actively engaging a range of stakeholders, including Arlington County government leaders, local nonprofits, community groups, and residents, as it works to address a critical need for affordable homes at the rim of the nation's capital.

# BEST SMALL AFFORDABLE HOUSING PROJECT

## Ainger Place Apartments



Located in the Randle Heights neighborhood of Washington, DC, Ainger Place Apartments is a new affordable housing community that opened to low-income residents in Spring 2020. With a total development cost of approximately \$29 million, the project scope included Type V slab-on-grade construction of a 78,000 square foot three-story elevator building with 72 apartment units and ground-floor amenity spaces, including a fitness area, a community club room, and a business center.

In addition to being HUD financed, Ainger Place is a First Source project and an Enterprise Green Community that is owned in partnership by The Michaels Organization and Ainger Place Development Corp., a nonprofit founded by Emmanuel Baptist Church. Ainger Place was designed by Kitchen and Associates, and built by general contractor, Bozzuto Construction Company.

This new development, which features 34 one-, 30 two-, and eight three-bedroom apartments, addresses a pressing affordable housing need, as all units are affordable for households earning between 30% and 50% of the area median income. All of the 18 30% units have a 15-year Local Rent Supplement Program subsidy administered through the DC Housing Authority. In addition, eight of the one-bedroom units have a preference for women in need of Permanent Supportive Housing (PSH).

Ainger Place Apartments demonstrated efficient use of the following resources:

- Section 3 Hiring
- First Source Labor
- Long-term ground lease from Emmanuel Baptist Church to limit acquisition costs
- Use of Local Minority Subcontractors (CBE/DBE)
- Managing Architect – McKissack & McKissack (Local CBE)
- Interior Designer – Determined by Design (Local CBE/WBE)
- Structural Engineer – SK&A (Local CBE)

Furthermore, the development was financed with 4% federal LIHTCs, tax-exempt bonds. Issued by DCFHA, a Department of Housing and Urban Development and Federal Housing Administration Sec. 221(d)(4) permanent loan, a Housing Production Trust Fund Program loan, seller financing, and deferred developer fees.

The three floor plans that Ainger Place offers residents are both spacious and environmentally conscious, as the development is designed as an Enterprise Green Community. Ainger Place also achieved Energy Star Certification and included a full solar package on the roof to meet the GAR requirements for District of Columbia Sustainability.

In terms of quality, Kia Weatherspoon with Determined by Design (a local CBE) was contracted for all interior design and did a fantastic job selecting high end quality finishes on an affordable budget. Aspects of this quality design include a community space and off-street vehicular drop off space adjacent to the parking lot.

Ainger Place Apartments also contains specialty accommodations for residents with accessibility needs via the 12 accessible units located through the building, as well as the two units that accommodate residents with visual and hearing impairment needs.

Additionally, The Michaels Organization offers Ainger Place residents a unique opportunity to apply for college scholarships offered through The Michaels Organization Educational Foundation. The nonprofit Educational Foundation has helped thousands of Michaels residents achieve their dreams of higher education. All Michaels' residents are eligible to apply and may reapply each year of their undergraduate education.

All residents also have access to supportive services through coordination by Better Tomorrows, a nonprofit strategic partner of The Michaels Organization. The PSH tenants will receive supportive services from Open Arms, a DC-based nonprofit dedicated to providing housing services for the homeless in Washington, DC.

Additionally, once the pandemic ends, the community room of the building will be available for meetings/gatherings by Emmanuel Baptist Church and local nonprofit organizations. Also, this will be the space in which residents will have access to supportive services coordinated by Better Tomorrows and Ainger Place Development Corporation – these services will include after school programming, youth development, workforce development and community strengthening activities.



# VIRGINIA PETERS NONPROFIT FRIEND

## Delegate Alfonso Lopez, Virginia General Assembly



Tenacity, effectiveness, and a deep commitment to his community have marked the service of Alfonso Lopez, who has represented the 49th District in the Virginia House of Delegates since 2012. He has been a leader for so many issues that impact low-income families including healthcare access, voting rights, social safety net support, and protection for immigrants and new Americans. But above all, he has been a champion of high-quality, affordable housing.

**Creating New Resources:** Immediately upon election, Del. Lopez launched his efforts to create Virginia's Affordable Housing Trust Fund and succeeded in passing legislation. In 2013, he was honored with the Virginia Housing Coalition's Legislative Leadership Award for that successful work. He has worked tirelessly to secure more robust funding for the Trust Fund and worked across the aisle to ensure that funding for Trust Fund was increased up to \$14 million over the biennial budget. Demonstrating the flexible value of the Trust Fund tool, funding for the Trust Fund ballooned in the most recent budget to \$125,700,000 to enable it to be used to back-stop funding for the Rent Relief Program established after the beginning of the pandemic.

As the member of the General Assembly most recognized for his steady drumbeat for affordable housing investment, Del. Lopez has built wide and diverse support and created a climate that encourages additional, new thinking, such as the consideration of a state housing tax credit program that is currently being studied. Serving as Majority Whip of the Virginia House Democratic Caucus, he is a well-placed and skillful advocate, building support across the Commonwealth. In Del. Lopez, the affordable housing community and the low-income residents who call our properties home, has an advocate who will work tirelessly to bring more investment to the table.

**Beyond Roof and Walls:** Throughout his years as an elected official and in his prior service within the administrations of President Obama and Governor Kaine, Del. Lopez has worked to ensure that low-income residents have the opportunity to live with dignity. He fought for the expansion of Medicaid and successfully preserved funding for the free health clinics across Virginia that are so important to low-income families. He continues to champion a living wage and, recognizing the importance of small business to wealth creation for people of color, helped create a Small Business Investment Grant Fund and streamlined paperwork to make it easier for small Women or Minority- owned businesses to succeed. Beyond the creation of housing, he has successfully championed tenant's rights, strengthening protections against retaliatory evictions.

A Champion for Equity and Inclusion: A son of a formerly undocumented father from Venezuela, Del. Lopez has been a leader in advocating the rights of immigrants and New Americans. He has been a champion for expanding educational opportunity. In 2013, he worked with Attorney General Mark Herring to expand in-state tuition eligibility to students with Deferred Action for Childhood Arrivals (DACA) status and in 2020 passed the Virginia Dream Act, expanding in-state tuition eligibility to all Virginia youth, regardless of immigration status. In 2021, Del. Lopez expanded on this success by passing legislation that expanded financial aid eligibility to undocumented Virginia students. He worked successfully to ensure that undocumented Virginians are fully covered by Emergency Medicaid for COVID treatment, testing, and vaccinations. To lift up the issues of Latinx, immigrant, and New American communities, Del. Lopez fulfilled an ambition, seven years in the making—to create the Virginia Latino Caucus, which he currently co-chairs.

The challenges facing low-income residents are complex and intersectional—a reality that Delegate Alfonso Lopez understands and fights for every day. Developers, advocates, and residents of Virginia's affordable housing community have an extraordinary champion in Del. Lopez.



**Alfonso H. Lopez**

Member of the Virginia  
House of Delegates  
from the 49th district

**Terry McAuliffe**

72nd Governor of Virginia  
(2014 to 2018)  
2020 Affordable Housing Honoree

————— **APAH's 2020 Benefit** —————

# EMERGING LEADER

## Mansur Abdul-Malik



At only 37 years old, Mansur Abdul-Malik has contributed immensely to the NHP Foundation's mission of preserving and creating new affordable housing in the Baltimore and Washington, DC region. Since joining NHPF's staff in 2012, Mansur quickly grew from associate to an officer of the company and project lead of several complex transactions. In 2020 he managed the development and rehabilitation of 94 scattered site single family homes for extremely

low-income families in Baltimore in a development known as Hollander Ridge. He was a key member of NHPF's team selected by the City of Baltimore to develop 17 acres of land in the Park Heights community of Baltimore City. In previous years, Mansur co-managed the renovation of Parkchester Apartments (93 units) and Benning Heights (148 units), both of which are garden style properties located in Southeast Washington, DC. In total, he has successfully developed 427 units in 3 projects as the lead or co-lead developer. More than 300 families, ranging from extremely low-income to low-income, now have roofs over their heads thanks to Mansur's hard work.

Never satisfied with just developing and renovating apartment buildings, Mansur also helps to build communities. He becomes involved in the neighborhoods and works directly with the tenant associations at the properties to understand issues at a deeper level. For example, NHPF purchased two apartment complexes in southeast DC with the hope that families could move between complexes while their homes were being renovated. A simple concept turned chaotic when it was learned that the two properties were in areas with rival gangs. Mansur took the time to speak with the residents, public officials, the local police district and other neighborhood stakeholders to have a deeper understanding of the issue and craft a relocation plan that kept residents from both properties safe. His solution was to identify which residents could be moved to the second property and which ones would be best to relocate to other vacant units within the property that was being renovated. Also, partnering with NHPF's resident services affiliate, Operation Pathways, Mansur worked to maintain several resident services programs on site such as providing groceries to the neediest residents, after-school programs for kids and job preparedness programs for adults.

In an industry that notoriously resists change and creativity, Mansur is a true innovator and problem-solver. For example, after successfully installing solar panels on the roofs of Parkchester Apartments in southeast DC, he began exploring ways to apply the theories to NHPF's mid-Atlantic portfolio. Working with a team of engineers and attorneys, Mansur created a subsidiary that would lease roof tops from NHPF properties, finance the installation of solar panels on them, and split the power generated and benefits between our residents and organization.



Throughout his tenure at NHPF Mansur has mentored others, particularly young people of color. Last year he volunteered to be a member of NHPF's Race and Social Injustice Task Force and played an active role on the External Committee where he encouraged NHPF to use its partnerships and business relationships to promote racial equity.

Mansur provides project advice and simple words of encouragement to those in the office and in the communities where he lives and works. In his hometown of Baltimore and parts of DC, he works through ULI's Urban Plan program teaching basic concepts of real estate development to area high school and college students. Mansur also arranged and participated in a "career day" at Parkchester, whereby the company that was coordinating the solar installation invited residents and others from around the city to actively participate in the installation, which helped them gain valuable life skills.

Prior to joining NHPF's staff in 2012, Mansur received his Master of Science in Commercial Real Estate Development from the University of Maryland. He is a member of the Montgomery County Planning Department's Art Review Committee and coaches youth bowling at the AMC Lanes in Glen Burnie, MD and youth basketball in Old Court, MD.

In 2019, NHPF recognized Mansur's significant contributions to the organization and made him a Vice President and officer of the organization.



# Klein Hornig <sup>LLP</sup>

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# ESSAY CONTEST GRAND PRIZE WINNER

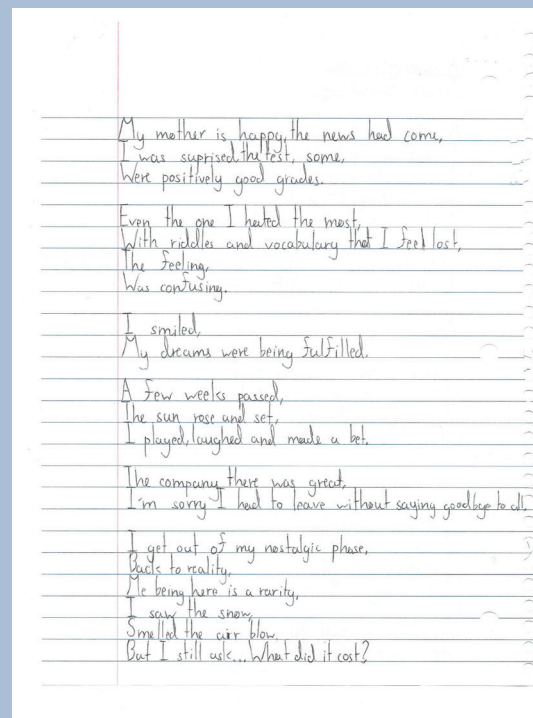
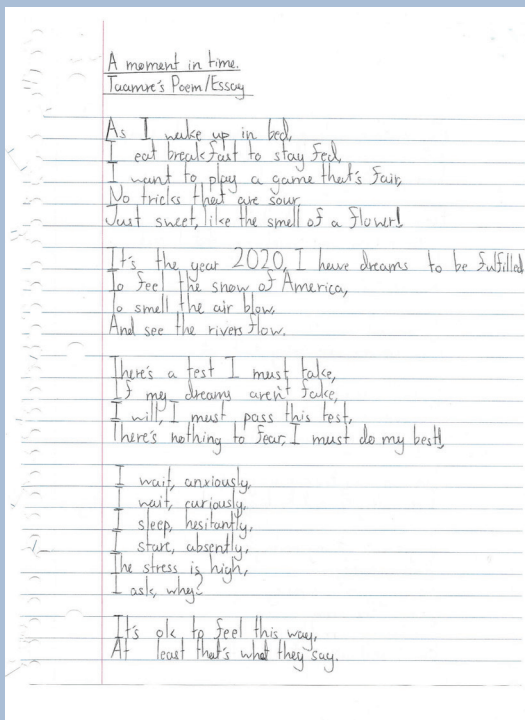
HAND was pleased to host another installment of its Children's Essay Contest, themed "**A Moment in Time.**" The contest was intended to help our youth reflect on key current events and personal experiences over the last several months, and how these developments have shaped their world outlook.

Many thanks to our Essay Contest Sponsor!

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MEET TAAMRE SOLEN, AHC INC.**



# ESSAY CONTEST GRAND PRIZE WINNER

## About AHC Inc.

AHC's award-winning, innovative Resident Services (RS) programs, started over 25 years ago, provide services to residents of all ages where they live. Programming centers around four cornerstones:

- \*Education. Signature programs include After School and Summer Camp programs for grades K-5, Teen Tutoring, and College & Career Readiness.
- \*Financial Wellness. Encompasses housing stability, access to mainstream banking, financial capability, and job readiness.
- \*Health & Wellness. Keeping families, particularly seniors, healthy.
- \*Community Building & Engagement. Building a sense of community and volunteerism at each property; engaging residents as agents of their own change.

## Impact

In 2020, while focusing efforts on COVID mitigation, RS staff connected with more than 3,000 residents, making outreach and follow-up phone calls to over 1,000 households struggling to pay rent and put food on the table. Through hours and hours of 1:1 work, AHC's team helped access over \$4 million in rental assistance for residents – an immeasurable relief for these families. AHC helped 530 households with gift cards through its Emergency Relief Fund and provided 2,000 households with food at 26 communities.

AHC also provided over 5,000 virtual education sessions with students, rolled out new technology platforms to decrease social isolation, and engaged 1,000 volunteers to deliver critical services.

## Runners Up

- Aisha Ahmed, Wesley Housing
- Jai Boyce, WinnCompanies
- Kimberly Palma, Montgomery Housing Partnership
- Ruby Hernandez, AHC Inc.
- Tahir Ahmad, Homes for America
- Tyler Gradford, Montgomery Housing Partnership
- Maedot Chekol, Habitat America
- Maleah M. Holloway, Humphrey Management



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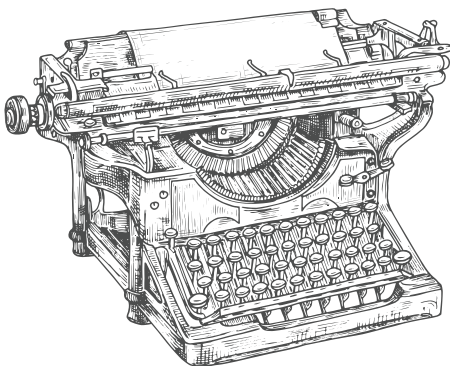


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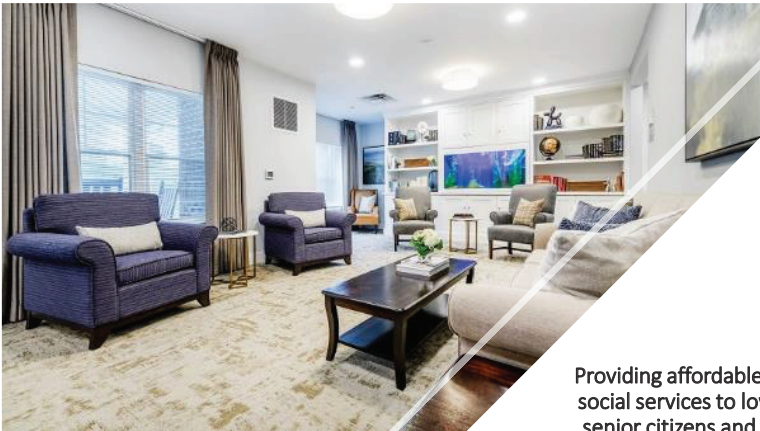


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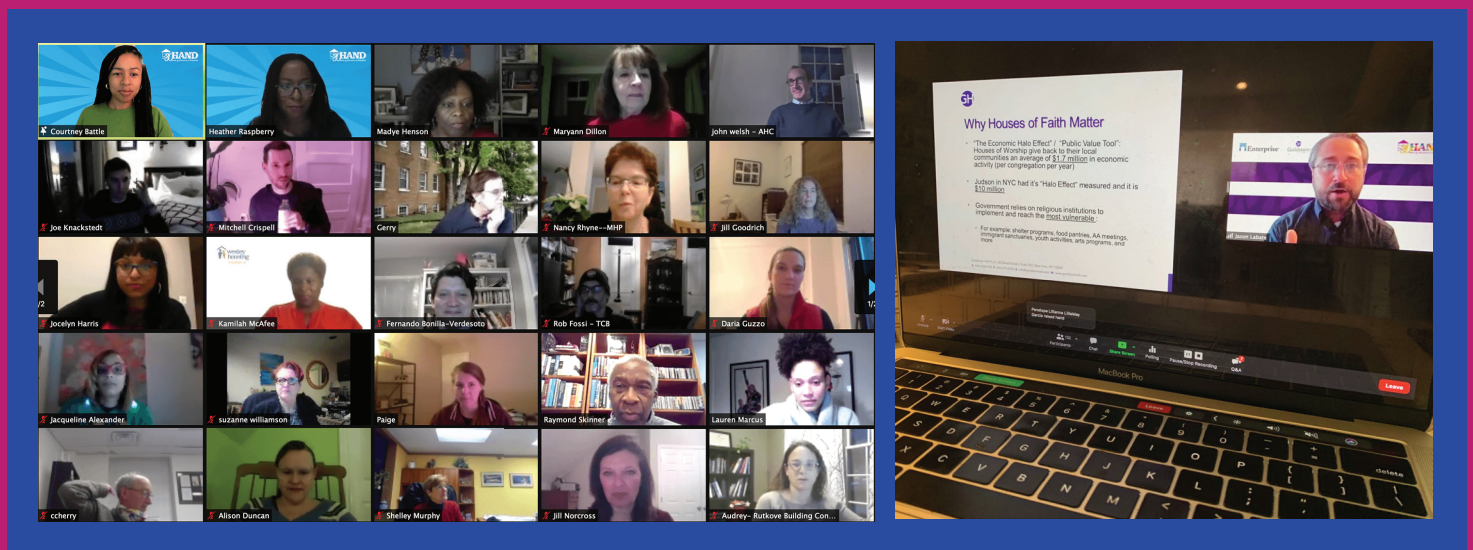


# 2020-2021 YEAR IN REVIEW

30 years later, HAND's Training & Capacity Building Series is still going strong! Years ago, informal brown bag lunch meetings launched what we know today as the robust program calendar. Designed to cater to every industry segment of HAND's membership and various career levels, each session provides unique perspectives and actual case studies that demonstrate the tools and strategies needed to more effectively produce and preserve affordable housing. Over the past twelve months, in the face of an ongoing pandemic, HAND sustained its programming in a virtual format, attracting 2,100+ professionals from across the region. This series would not be possible without the time, thought leadership and commitment of our valued members and stakeholders. Whether you served as a panelist or attended as a guest, we extend our sincere gratitude - because of you, HAND can stay true to its mission of equipping its members to create thriving communities.

## ADDITIONAL HIGHLIGHTS: WHAT THIS MOMENT REQUIRES

Keeping with our commitment to center racial equity, HAND is intentional in embedding these values into our operations, creating solutions that drive just and equitable outcomes for communities of color. We know there is a vested interest in doing more of the same, and we strive to model for our members what it means to address the longstanding barriers that are woven into the very fabric of our society – benefiting a few at the expense of others. Utilizing an equity lens with every decision is critical to ensure our programs and processes yield equitable outcomes.

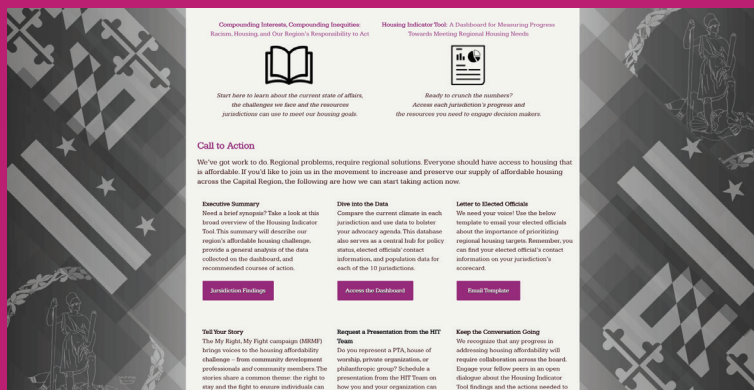




## Housing Indicator Tool

In March 2021, HAND released the inaugural edition of the [Housing Indicator Tool \(HIT\)](#). Grounded in racial equity, this one-of-a-kind platform holds all of us accountable with the latest information on housing production across the region and a comparison with established local housing targets. Dating as far back as slavery, we have operated under a system that was rooted in an ideology that black, indigenous, and people of color were inferior to other races. Over hundreds of years, this structure has permeated our very way of life – from our education system to where we worship and even housing. Redlining, racialized zoning and covenants, subprime mortgages, and disinvestment in black and brown communities are just a few of the ways in which this system has created barriers to opportunity over the course of decades.

This pattern of systemic racism coupled with the ongoing housing affordability challenge in the Capital Region will require an all-hands-on-deck strategy to start carving a way forward. The HIT helps get us started in addressing racial and economic inequities through the vehicle of housing. The HIT is also accompanied by a narrative written to provide key context highlights on successful models and more. You can access the dashboards and learn how to join the movement by visiting [HAND's HIT Hub](#).



## Equity in Action

Even in the midst of the growing housing affordability challenge, black and brown real estate developers are still met with the obstacle of accessing the capital needed to execute their plans to revitalize communities. In April 2021, HAND was pleased to partner with [Greystone](#) to offer a debt and equity platform designed to increase opportunity for black and brown real estate developers who seek to create communities where all can thrive. Together with its members, HAND is shaping the next chapter of housing development in our region. If you are interested in learning more about this opportunity or applying, [visit our website](#).

## Racial Equity Design Team

To support and guide our work to operationalize racial equity, HAND organized the [Racial Equity Design Team](#). The team is a small group of connectors, thought leaders, and subject matter experts tasked with providing perspective and shepherding the organization along its equity journey. We're excited to have members of the Design Team playing key roles in today's programming, and we look forward to continued collaboration in the spirit of a more equitable region.





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Executive, Community  
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**Nina Janopaul**  
President and CEO,  
Arlington Partnership for  
Affordable Housing  
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**Pam Michell**  
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**Craig Pascal**  
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**John Spencer**  
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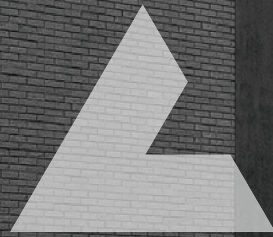
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