



## **DEVELOPMENT DIRECTOR**

Homes for America, Inc. (HFA), based in Annapolis, Maryland, is a 501(c) (3) nonprofit organization which develops and owns affordable housing in the mid-Atlantic states of Maryland, Pennsylvania, Delaware and Virginia. HFA's mission is to create and preserve affordable service enriched housing for low and moderate income families, seniors, and persons with special needs. HFA has developed over 80 communities with more than 6,500 apartments, with an active pipeline under construction or in development.

The Development Director reports to the Executive Vice President of Development and is an integral member of the development team. We are seeking an applicant with extensive experience in the affordable housing field to oversee and be responsible for the development of multiple projects. The position helps expand HFA's portfolio of communities, contributing to HFA's success of providing high quality, affordable housing for its residents.

Position responsibilities include:

- Lead and direct development team members, including general contractor, architect, and civil engineer, through the development and local entitlement process.
- Work closely with the HFA Director of Design and Construction and design team to ensure HFA communities are attractively designed and in keeping with HFA standards.
- Identify potential sites or properties for development and complete feasibility analysis.
- Create financing plans for proposed developments and obtain needed financing.
- Negotiate lender and investor terms and ensure project legal agreements meet HFA requirements and standards.
- Identify and negotiate agreements with third party contractors as required.
- Represent HFA at meetings with local public officials to secure approvals that may be required for specific developments.

Applicants must have at least five years of real estate development experience, ideally in the affordable housing field. A Bachelor or Masters Degree in finance, real estate, or related field is preferred. The applicant should be detailed oriented, have strong organizational skills, and an ability to take initiative, while working in a fast paced, team-oriented environment. An applicant with a particular interest in land development is preferred. A strong commitment to HFA's mission and high standards is required.

HFA has competitive salaries and excellent benefits. HFA is an equal opportunity employer.

Email cover letter with salary requirements and resume to Kenyatta Bush at [Kenyatta@homesforamerica.org](mailto:Kenyatta@homesforamerica.org).