



## **How CBOs Can Sponsor, Develop, or Co-Develop Affordable Housing** **Closed Captioning from 1st Ohio Office Hour on 1/13/22**

*Presenters:*

- *Joseph Recchie, CEO, Community Building Partners and Praxia Partners*
- *Duana Patton, CEO, Ohio District 5 Area Agency on Aging, and Board Member, Ohio Association of Area Agencies on Aging*
- *Justin Moor, Vice President of Planning and Program Development, Area Office on Aging of Northwestern Ohio*

*Facilitator: Alicia Anderson, Administration for Community Living*

Alicia Anderson

00:02:48 Well we'll go ahead and get started. Perfect. Thank you, hello, and welcome to the first event of the year from the Housing and Services Resource Center.

00:03:01 We're really thrilled to bring to you today the Ohio solutions office hours how CBS can sponsor develop and co-develop affordable housing next slide.

00:03:16 Welcome, and thank you, my name is Alicia Anderson I'm a management and program analyst with the office of Interagency innovation here at the administration for community living.

00:03:28 For those of you, that are not familiar with ACL I encourage you to visit our website at ACL Dhaka also want to say a special thank you to our interpreter, for being here with us today, thank you Kelly.

00:03:43 Excellent.

00:03:45 So again, you know we're so deeply appreciative that you've made time available to join us.

00:03:53 So thank you for joining the housing and services resource Center for three part series featuring partnerships in Ohio between the housing sector and the aging and disability networks.

00:04:06 These collaboration are expanding options for older adults and people with disabilities to live in their communities with access to supportive services being.

00:04:17 So this session will you should walk away with an understanding of how CBS can sponsor co develop affordable housing next slide.

00:04:32 But before I get started before Joe Justin and do want to get started again to go over some zoom instructions for us so audio options, we ask that you use.

00:04:44 Your computer speakers, or you dial in using the phone number your registration email, so we ask that you please stay muted unless we call on you.

00:04:54 Also, the chat function is made available for you, throughout this meeting, you can even throw something in there now just to test it out.

00:05:03 To accept presenter a question in the chat please include the name, for example, question for Joe so that we can know who to direct the question to.

00:05:13 The raise hand function has been made available for you, so we ask that you use the zoom raise hand function to ask any question.

00:05:22 And you don't have to wait until the end tax question this is intended to be absolutely attractive so at any point in time, if you want to ask a question, whatever that question is raise your hand will call on you.

00:05:36 So this recording this webinar turn this meeting is being recorded so by staying and participating you're agreeing to that recording Thank you next slide.

00:05:51 We are super thrilled with the launching of the housing and services resource Center, it is an opportunity, if you have not had time to or chance to visit the.

00:06:02 Housing and Services Resource Center we encourage you to go to ACL.gov slash housing and services if you visited the site and you've made plans to go back, but haven't got back, we ask that you really revisit the site there's a wealth of information in Korea next slide.

00:06:25 So HSRC that's what you'll hear from government speech the acronym the Housing and Services Resource Center will facilitate the federally coordinated approach to providing resource program God is training and technical assistance to every sector that makes Community moving possible.

00:06:46 To the disability aging network organizations to state Medicaid agencies to mental and substance use disorder service providers homeless shelters public housing authorities and housing providers.

00:07:00 Here in this face we're working together to make Community living possible and we're here to facilitate and support you along the way, next slide.

00:07:12 So what's the goal of HSRC well we're working to coordinate and leverage technical assistance, training and resource research efforts of HUD and our HHS partners that being here us here at ACL CMS SAMHSA and ASPE.

00:07:32 We intend to reach a broad audience of the aging disability, housing and homeless network.

00:07:39 and stakeholders, we tend to facilitate state and local partnerships between housing and service systems and we intend to assist communities and leveraging new housing and service resources, including the American rescue plan and the bill back better.

00:07:59 works fine.

00:08:03 So what to expect with this next hour well, let me hurry up because I know you're not here to listen to me, so what you'll get is learnings and discoveries.

00:08:14 As it relates to methods that stakeholders from different sectors have news to begin to develop partnership to expand affordable housing and access to Community based services you'll get.

00:08:26 Practical tips real world examples boots on the ground approaches of what works we're asking that you participate in the polling throughout this session because it will be used to inform the upcoming sessions, so please participate next slide.

00:08:44 So how is this going to look how's it going to work, so it could make things possible.

00:08:51 Well, you should expect a short presentation we try to keep it brief, because after all we're not here to talk to you we're here to talk with you.

00:09:00 So after that you should have a very long period where there'll be a question and discussion and opportunity at that allows for peer to peer sharing some enough from the kind of mumbling guys, let me hand this over to Joe to this form, and thank you.

### **Joe Recchie**

00:09:23 Thank you Alicia I'm Joe Recchie I'm the CEO of Community building partners and with me in this panel discussion or conversation is bwana patent is the CEO of Ohio district five area agency on aging.

00:09:39 And Justin Moore the Vice President of planning and program development at the area office on aging in northwestern Ohio covering Toledo, and the surrounding counties in northwestern.

00:09:50 Ohio, let me tell you a little bit about my co panelists Duana patent isn't it has an MBA she has been with the Ohio district five.

00:10:02 area agency on aging for 27 years she started as a young child and as CEO since 2006 she spent her career and executive leadership in the nonprofit sector, ranging from workforce development to aging.

00:10:17 She has a lot of talents, including as a certified executive coach but one talent I've seen an action is her motivational leadership with our board of directors and in our Community.

00:10:27 we're going to tap some of that leadership guidance today to think about how to build board support and Community support.

00:10:35 Duana serves on numerous local state national boards, where she contributes her knowledge of aging nonprofit management leadership and business development.

00:10:44 Most notably she's on the board of the Ohio association of area agencies on aging, the US aging board as a region five alternate and she's been appointed by the governor to the Ohio housing finance agency for a six year term.

00:10:58 Starting in 2018 and, most recently has been nominated as.

00:11:03 chair of their multi family Committee, the one that guides the all of the programs that deliver housing allocations and grant funding from the state level through the local communities.

00:11:14 Justin Moor is with us and Justin has been with the area office on aging and northwestern Ohio as VP of planning and program development he's been.

00:11:23 With the area agency for 18 years he's responsible for \$10 million of the agencies budget for service provider contracts, support a family caregivers strategic planning Community partnerships call Center operations, marketing and more.

00:11:39 His leadership is earned in both national and local recognition and he continually shows mastery and wide range of skills, including promoting housing, under the leadership of CEO.

00:11:49 Mrs Billie Johnson in the nine county areas and I'm Joe Recchie I'm the CEO of Community building partners I've worked in the Community development arena for years I've been working in housing for most of that time and in that in that time I've worked on over 170 projects.

00:12:10 housing projects done over 400 grants for nonprofit organizations supporting housing and Community development.

00:12:17 And been involved in over 9000 housing units, so in my time professional life I've had the opportunity to end the pleasure to work with a lot of nonprofit organizations around the country from the formation stage up until their.

00:12:33 Their ascendancy to the premier Community development organizations within their respective communities, so if you can go to the next slide.

00:12:43 So with that we have a couple Polls, that we want to start with, in this first poll, we really want you to tell us.

00:12:51 about your organization if you're an area agency on aging if you're a Center for Independent Living, another Community based organization.

00:13:01 If your housing developer owner or manager, a representative of public housing authority a tribal nation or organization and investor our other.

00:13:1 2And if you can fill that slot of fill that pull out a give you just a minute to do that will get the results real time, and that will help inform our discussion and help you know who else's who else is at the table with you.

00:13:27 So those are your those the first poll, and those are your selections.

**Joe Recchie**

00:13:50 Okay, so that the book here so we're developing our poll results right now.

00:13:58 Do you want to go to the second poll and do that and go ahead and fill that out.

00:14:03 So, on the second poll we'll just we'll go back to these in a moment, but your level of engagement.

00:14:10 Just gauging your level of engagement in developing housing, whether you have an interest in exploring the possibility of developing housing if you've not developed it but have taken steps to pursue it.

00:14:23 With yourself or with other stakeholders, or the third category, if you had actually developed affordable housing, if you have that experience and that'll help guide a little bit of where we're going.

00:14:37 Can you go back to can we look at the results on the first.

00:14:46 Well, so this is this is pretty clear going to the second poll about 61% of you are interested in exploring the possibility 28% have not developed it but have been pursuing it.

00:15:00 with other stakeholders and 11% of the audience has developed affordable housing, so that that gives us a broad range of people in the various categories and an opportunity for us to learn from each other.

00:15:16 Can we go back to the first poll to get the results.

00:15:21 So 43% of you.

00:15:25 Are area agencies on aging about 7% are centers for Independent Living, and then there are a few representatives of public housing authorities.

00:15:35 And then other that's a mystery but 36% of you are in that category so we'll have to explore that a little more, and you might have to come forward and tell us about what your experiences.

00:15:45 let's let's move forward to the next slide so the roadmap really is I'm going to present this the need for affordable senior housing and the opportunity for Community based organizations and then we'll be talking.

00:16:00 Together, about how to get started, promoting housing in your community and then specifically some opportunities for small smaller Community projects that are given rise by the historic.

00:16:13 American rescue plan funding that's being distributed now through every city and county in the country so that's basically what we'd like to cover the next slide.

00:16:26 So I think from the poll all of you are familiar with how housing is a social determinant of health. But it is but one social determinant and most of you are engaged in other aspects of making those health determinants it's often cited as the most important social determinants.

00:16:44 Recognizing the ways in which a lack of housing or poor quality housing can negatively affect health and well being across populations, so it is among many, although it turns out to be very significant in the next slide.

00:17:03 yeah So these are the three biggest expenses in retirement Thank you Justin for producing this but housing transportation and healthcare most seniors are concerned about health care.

00:17:15 That they have because of the uncertainty of it, but we have a health care system in place for seniors we're really lacking it with transportation and housing and.

00:17:26 As the slide shows transportation costs represent about 16% of retired persons expenditures and healthcare represents 13% in the next slide just to underscore that over one and for older adults nationally.

00:17:46 live in an affordable housing.

00:17:48 So housing is considered an affordable the standard that used by the Department of housing and urban development is it more than 30% of household income is used for housing and utilities.

00:18:01 Go to the next slide please so that housing burden is becoming more dramatic all through the country.

00:18:08 More than 2.6 million older renter households pay more than one half of their monthly income for rent so that is an extreme burden on them and increasing numbers of older adults are forced out of their homes or end up in homelessness.

00:18:23 Often, sometimes they are addicted because of a health crisis, they have been admitted to a hospital or.

00:18:30 rehab Center and they've lost their opportunity for housing and it's very hard.

00:18:34 to locate new housing for them, some of you are involved in that effort right now by searching for referrals for housing and trying to find that appropriate place for seniors to live if they've lost their housing.

00:18:48 Can you go to the next slide.

00:18:51 So this is a poll want to look at your primary interest in exploring ways to develop affordable housing so to develop new revenue stream of funding for my organization, I recommend that you press that because I think it's really important to align.

00:19:10 The production of housing, with the provision of the services relating to the housing and the way to do that is as a sponsor co sponsor you can retrieve some of those

fees that you use to provide the supportive services that are so critical and health determines.

00:19:26 To increase the supply of housing for persons with disabilities and older adults and in the Community, to increase the quality of housing for persons with disabilities or other.

00:19:45 So here are our results.

00:19:48 30 43% of you are considering it as funding source to help support what you're doing.

00:19:54 74% of you have expressed the desire to increase the supply of housing for persons with disabilities and older adults in the Community.

00:20:05 30% to increase the quality of housing to increase the quality of housing in the Community.

00:20:10 So that that kind of covers it but uh but it's it looks like the vast majority of the participants are concerned about the supply of housing, including what is recognized as a dwindling supply of affordable housing in the in the in each year communities.

00:20:30 So I think that helps us frame who, who is sharing the conversation today we go to the next slide.

00:20:42 So this is where we really need to start our conversation, the key components to addressing housing in your region.

00:20:50 And there are there are three things that I think the three of us are mostly concerned about building leadership and board knowledge of critical housing needs and ways to get involved.

00:21:00 So that's really bringing your organization along in this in this effort to recognize the need and bring yourself to the table.

00:21:08 for discussion and activation capitalizing on existing relationships or get to know potential partners and craft a shared vision and then engage key Community stakeholders and decision makers in support.

00:21:24 So next slide.

00:21:27 So we have some examples I'm going to ask each of my co panelists to participate.

00:21:34 The district five area agency on aging the readers around project in Mansfield Ohio it's a medium size.

00:21:41 entitlement community about 55,000 or so people in North central Ohio so that's an example, or many of those communities around the country and.

00:21:51 In the Northwest Ohio region and older urban area Toledo projects under consideration that Justin can talk about and then I'll share an experience with another.

00:22:04 Book I will support services it's a newly formed 501 C three that is participating in the 9% tax credit program and co development.

00:22:13 Next slide please.

00:22:15 So Duana are perhaps you could walk us through the Ritter's Run project, and we have your slide that shows how you brought all the partners together, so if you could share that with us.

### **Duana Patton**

00:22:26 Thank you, Joe happy to talk more about Ritter's Run oh I'll start my first thing that this project at the Ohio district five area agency on aging did not happen by accident.

00:22:38 Although it was not a clear vision on the onset we were actually sharing and talking about an opportunity to build on our property here where our corporate offices are.

00:22:52 And that particular vision started with a commitment from our board and our leadership here at the organization that says, you know we recognize the value of housing, we also recognize that it's a huge need.

00:23:05 And there are gaps in our ability to provide the safest and best place for people to get their services.

00:23:13 And so what actually happened and you'll see it here in just a few minutes is by having a vision to develop housing Ritter's Run came to fruition.

00:23:23 And it came to fruition, because we were willing and an able to find a seat at the table and talk about what we wanted to do in the world of housing.

00:23:33 And so, while we were really thinking about what we might be able to do on our already owned property, the land bank came to us and said.

00:23:41 Would you be interested in looking at what properties, we have available and consider being a partner in revitalizing other areas of our county of course we would.

00:23:51 And so we sat down with the land bank and identified a fantastic property that is in an area that is being revitalized by other businesses, including our major health system here in Richmond county.

00:24:07 Next, we had a land owner who owned one of the.

00:24:11 decimated properties there in the Community that had been succumbed by fire about seven years ago, so it was an eyesore.

00:24:17 It was also unsafe for the neighborhood so he was willing to give us that property and in return we demoed it and it really added value to our project.

00:24:28 financing is always the most scariest part of any of these projects, but it shouldn't be.

00:24:34 Because there are so many creative ways to figure out how to finance a project like this and keep the rents affordable.

00:24:41 lucky for us again being partners and having relationships across different sectors of our Community, we learned that the city had some unused home funds.

00:24:53 That they were going to be making available, so we sat down with them shared our vision and worked with them to secure home funds from the city.

00:25:01 Our construction and the permanent loan is from a local lender here in our Community and then we've also been able to leverage funds from our local foundations, who are willing to support some of the onsite amenities for our seniors if you go to the next slide.

00:25:22 You will see here how this all came together and right there at the top proxy our partners, Joseph group, we have been fortunate enough to work with Joe and his team, well before.

00:25:35 Our vision of housing really formed Joe helped us get our board members knowledgeable interested and confident that our agency as a community based organization could and was well positioned to actually develop.

00:25:53 Low income housing across our nine county area so others are again those that have been mentioned, the home funds totaled \$740,000 So you can see.

00:26:06 You know how sizable that grant was that we didn't have to seek tax credits or other types of.

00:26:16 brands that this allowed us to keep the rents low, along with the section eight vouchers that we received were well received from the Richland county metro housing.

00:26:26 So it's been an amazing project we have broken ground but on fold with any further construction due to the winter, of course.

00:26:34 But we're very excited that this will result in 12 units for seniors in a very ideal area.

00:26:41 Where we can help others revitalize the Community, and we will bring services and support, so the individuals that live there and make sure that they can live independently, for as long as possible at ritter's run.

00:26:56 We now have just to be very transparent, as you heard, we have 12 units it's not a lot, but it is, it is progress, and certainly a catalyst for us to do this.

00:27:08 In future, places and in partnership with individuals like you see here we have over 100 people on a waiting list that are interested in living at ritter's run so if that doesn't tell you what need you know what needs are out there, I don't know what does.

## **Joe Recchie**

00:27:22 So Donna, there are a couple things on this I'd like to ask you to call attention to, and one of the is.

00:27:28 you were supportive of others who were producing affordable housing specifically another nonprofit that didn't have the strength of your organization or the depth and came to you and.

00:27:41 and actually merge their organization into yours, so that you could carry forward the stewardship.

00:27:47 And, and also in announcing yourself, that is, by going to your surrounding communities and announcing your interest and capabilities.

00:27:56 Other developers were directed toward you and you were able to successfully develop.

00:28:02 In a Co development setting within your region other houses, maybe you could add a little bit about that because it's an interesting journey, starting with your conversation and advocacy and ending with a pretty fluid response.

## **Duana Patton**

00:28:16 yep, so I think to joe's point you know entering into.

00:28:22 You know, housing development can really happen anywhere, and it can come very unexpectedly so as Joe had indicated, we actually acquired a nonprofit That was a Co developer.

00:28:35 In one of our counties on a beautiful property for the seniors so we acquired their assets and now are the Co developer, working with.

00:28:47 You know the management group and providing services and supports to the seniors there.

00:28:52 And then, most recently, because we have put her you know, put it out there, that it is a vision and again it's having that clear vision that shared, not just by me, but by my board members and other staff.

00:29:04 And the more people that talk about it, the more it gets out there when a developer came to one of our local communities and pitched their plan to develop.

00:29:14 The city's that that is great, but you need to sit down talk with the area agency on aging first and really the city wasn't willing to give a commitment of.

00:29:26 Supporting or being on board until they talked with us, and so we were able to work with that developer and add the value proposition of service coordination.

00:29:36 And being their co developer, so we actually get paid by the project managing company to provide service coordination on site in a in that facility so.

00:29:48 You know, again there's many ways to get involved and to learn and to grow, but it does start with being at the table and being competent in what the vision is and clear.

00:30:01 In that area.

### **Joe Recchie**

00:30:05 Right, there was a question, while you were talking is this for seniors only in it is senior housing, but there is a disability set aside within that Community that you were referring to for some percentage of units I think it's 20% of the units yeah.

### **Duana Patton**

00:30:20 So renters runs is seniors only the one we acquired is senior only the other one actually is multifamily and so and that's in Ashland county.

00:30:31 Here in our region and what which has been a really great opportunity for us, because we have very skilled staff who are integrated in the communities and so now we're working with families.

00:30:43 and helping them with you know, whatever their needs are whether it's you know finding work finding schools, you know, transportation and we've actually.

00:30:54 What the value proposition there someone might say, well you're an aging you're you know you mainly provide to seniors but what's happened is it's given us another population to connect with.

00:31:06 And Lo and behold, many of these young families are also caring for either a grandparent or a parent and sometimes their pain point or their challenge to maybe.

00:31:18 gainful employment or taking care of their own family is the fact that they're also caring for an elderly loved one.

00:31:25 And we've been able to come in and talk about you know what services and supports, we can provide and so it's really been eye opening and it's just allowed us to infiltrate our mission across many sectors of many communities.

### **Joe Recchie**

00:31:42 So Duana while you were talking there a couple other questions relating to rents are grants compared to comparables in the area and Ohio is more affordable than many of the locations that participants are.

00:31:55 enjoying today and less affordable than many, but in this particular setting the rents are in the range of \$480.

00:32:05 out \$615 they're wanting to bedroom units, but those rents include all utilities, so this is a master metered Community so all utilities are covered in that so translating that to a net rent that makes it affordable between 30 and 50% of median income in these respective communities.

00:32:30 I didn't know if there were other questions about Oh, I like Tammy said wow those rents are amazing, and it is true that the in Part of this is.

00:32:39 That in evaluating these we are solving for rents, not in year one but we're actually looking at year 15 and 20.

00:32:48 Recognizing as, as we have to the incomes do not rise very quickly, in fact, they haven't risen at all affect you know adjusted for inflation but operating expenses do so, we have to think about the trend of this and design units that are.

00:33:04 That have long useful lives and also are super energy efficient, so that is the key to it and the willingness to pay for utilities, is an indication of the confidence we have in the design for the Green design of these units that they will operate in a very sustainable efficient level.

### **Duana Patton**

00:33:25 So I saw another great question in the chat that's probably you can answer, but it was um I can't find it, but it was basically asking why there wasn't consideration for mixed use, where we had some you know higher rents and such and I know for renters run.

00:33:44 I think we didn't consider that because it's a small project and we wanted to really tap into the others, first, but I think, maybe that might be something you want to address.

### **Joe Recchie**

00:33:52 So I thank you Donna, the mixing income or income averaging as it's called with tax credits is.

00:34:01 Possible and depending on the area you're in a can be really valuable delivery system, essentially the higher rent units.

00:34:11 Deliver cash flow that can be used for operating expenses and you're able to have a corresponding lower rent set aside we've done that, with the Columbus metropolitan housing authority, where.

00:34:22 public housing units are combined with market rate units in the market rate units carry the project so that the.

00:34:29 public housing units can be very inexpensive for residents so it's possible to do that, I would say that that's most appropriate in urban areas where the lift of market rate units is so significant.

00:34:41 In the case of the Columbus metropolitan housing authority the range of Francis from \$300.

00:34:48 Which is the public housing average contribution at the at the Community to 20 \$300, which is the highest market rate man in the same neighborhood so in the same community so.

00:34:59 In that case, those Marguerite grants are actually carrying.

00:35:03 Several units of affordable housing, because the rent differential is so great so I'd recommend that in an urban area where the underlying market rents, are extremely high, and you can really capture that and deliver an internal subsidy.

00:35:21 See there's another question about affordable, but also helps with financing the carrying costs and original loan.

00:35:27 This deal would certainly cash flow well, well, it does, in a sense, what we tried to do on these is deliver a cash flow that exceeds the lenders requirements, but.

00:35:40 That is then devoted to service coordination.

00:35:44 So it's kind of important we're actually rendering the project you, you make all your promises to an investor if an investor is involved, you meet all of your obligations to the Bank and other compliance requirements and then, when there's.

00:35:58 surplus money when the nonprofit is can control of it, they capture that money and can recycle it back into the service coordination so yes it's intended to have cash flow and.

00:36:10 And it's also intended to deliver funding for the service coordination.

00:36:17 Moving forward Duana I sort of a parallel opportunity is what Justin is working on in an urban environment, with a different group of.

00:36:27 collaborators also very creative using that same theme of creative collaboration getting yourself at the table talking openly about what your desires are and intentions and how to put things together.

00:36:41 Justin, this is the Thurgood Marshall we were on the call earlier today on this, but maybe you could just walk us through the various partners that are assembling for this property.

### **Justin Moor**

00:36:51 Yeah absolutely thanks Joe it just as a point of background joy diluted to our CEO Billy Johnson had been a strong leader in this whole area of affordable housing development.

00:37:01 That started about 35 years ago when she saw a need for more affordable housing and some of our rural parts of our 10 county service area and built three affordable senior apartment complexes in those regions we now are working.

00:37:17 on pursuing three new affordable senior housing projects, this being one of those so Toledo public schools has some kind of surplus properties that they have.

00:37:30 not been utilizing or have been under utilizing One of those is this Thurgood Marshall building which used to be their old administration building but it's been sitting vacant for several years.

00:37:40 So we're partnering with Joe Recchie's proxy of partners organization neighbor works Toledo, which also is a.

00:37:48 really great partner locally in Toledo, but also has affiliates across the country key bank for financing peace.

00:37:58 city of Toledo again this is kind of what the city of Toledo, with these American rescue plan act dollars are coming to the region has characterized as a once in a generation kind of opportunity.

00:38:08 they've earmarked 16 million of their American rescue plan active funds toward building affordable housing.

00:38:18 So that just the reason why that's so important is because of the ability for those funds to be able to make the rents more affordable to the individual who ends up moving into the apartments you know, using kind of.

00:38:33 Some somewhat arbitrary numbers to illustrate the point if we had a property that build this without any tax credits, without any city of pseudo ARPA funding and the like.

00:38:43 The rent might be \$1,000 for that individual that moves in by getting the city of Toledo ARPA funding that might reduce the rent to \$800 for that individual by getting they'll housing finance agency.

00:38:55 4% tax credits that might reduce it to \$600 for that individual, so this is a really unique opportunity we find.

00:39:02 In front of us with these ARPA fundings come into different municipalities throughout the nation and affordable housing development being one very, very good use of those funds.

00:39:14 So now is really a great time to explore these opportunities that exist again across the country to build affordable housing and for your organizations to be a part of that.

00:39:26 Lucas find it kind of metropolitan housing has project based vouchers, that they can also provide for those very low income individuals, so that the moving into these nice new facilities that are accessible that are beautiful.

00:39:41 And that are affordable it's really a viable option for them as well, so that's just an overview of the different partners that are involved, this is a great team with excellent partners and we're super excited about this opportunity to move forward with them.

**Joe Recchie**

00:39:58 Thanks Justin and so just this is 78 units 42 of them are in a historic school building 36 units would be newly constructed.

00:40:08 And then, because of the strong service coordination component of this will have a lot of facility space for the.

00:40:17 Service coordination for physical therapy occupational therapy congregate meals and the other kinds of wraparound services that that can be provided in the Community and that contract for the.

00:40:30 partner that area office on aging is a 15 year contract it's relatively large, to put it in perspective it starts out at \$80,000 a year for service coordination is index that inflation.

00:40:43 And as a 15 year non cancel contract, so it is actually the deferred developer fee on the project.

00:40:50 cycles, to the area office on aging annually and then those funds are cycled back into the project for service coordination there's also a developer fee paid up front, but.

00:41:01 That long term commitment is what assures those other health determinants come get integrated, fully and completely in the housing.

00:41:12 So next slide.

**Unknown Speaker**

00:41:16 If you can.

**Joe Recchie**

00:41:18 So we do want to talk a little bit about the American rescue plan, because these funds.

00:41:27 These funds are being delivered now half of the funds have already been delivered to your local jurisdiction every one of you is in a Community where American rescue.

00:41:39 plan funds have touched and there's some local determination at the city or county level or at the state.

00:41:46 level for allocation of funds, housing, especially for folks at risk of homelessness and housing in qualified census tracts those are distressed areas.

00:41:59 they're usually the poorest areas or near the poorest areas of your Community they are expressly permitted to use ARPA funds for that purpose, so I encourage you to have that dialogue.

00:42:12 with local government, about how they're planning to spend those funds and if, and if those funds can be devoted to housing, that you think is important in your community.

00:42:23 The the new rulings on this that just came out January seven really align with the home program the federal home program so the kinds of.

00:42:32 restrictions that are expected to be put in place on these would be the things that you have you see in the home program so long term affordability.

00:42:40 Land Use restrictions limitations on per unit expenditure so if you follow those guide guidelines of the home program you really can.

00:42:51 Focus dollars into the kind of housing that's needed and the ARPA funds can be used as we're proposing to do with the Thurgood Marshall site that Justin describe.

00:43:02 They can also be used as a replacement for home funds or, in addition to home funds, the way Duana is using it at the raiders run project, so I encourage you to think about that how to get how to proceed with that on the next slide if you can advance it.

00:43:20 This American rescue plan model basically it's a pie chart that shows where the money is 67 in this model ritter's RON if you take that 12 unit project it's 67% of the money where a rp funds and 33% were conventional mortgage.

00:43:37 You would have affordable house, so you can, and you can do it on an infill site, you can do it on small projects, you can do it on larger projects it's literally two sources of funding.

00:43:47 Your local government committing dollars to affordable housing and a local lender willing to underwrite that and making a solid commitment to affordable housing with supportive services.

00:44:03 So I know we have some questions.

**Duana Patton**

00:44:07 Joe, this is the one I've.

**Joe Recchie**

00:44:08 kind of.

**Duana Patton**

00:44:09 Gone through those questions I just noted to that I don't want to I don't want us to overlook Wendy Byerly.

00:44:17 With the independent living Center was asking if consideration would be given for someone with disabilities or must they be 65 on an order, and I think that was related to the readers run.

00:44:28 It is a 60 and older community, and there we will I don't know how will actually prioritize, given the number of people um, but it was written for anybody over the age of 16 and I'm going to look to you because you just helped us solidify that contract for this own funds.

00:44:50 And then maybe even address you know different ways that we can prioritize based on disability.

### **Joe Recchie**

00:44:55 So you bring up a really good point these units are single story no threshold ADA fully a da compliant units this same exact model and I'm happy to share the model with you could be used for.

00:45:13 For a disability community, so you could you could hear market, you can designate it, you can you can have it as a set aside, you can sponsor so you can do it in combination, or you can do it.

00:45:28 As a as a standalone unit.

00:45:33 there's a question let's say.

00:45:37 Why couldn't ARPA funds be distributed directly to the triple a's to assist in generating affordable senior housing.

00:45:44 local governments may or not have an interest focus on the needs of older adults well, in essence, we are asking for that.

00:45:51 And that would be true for the for the sales as well, they.

00:45:56 you're asking for designated for a dedication of funds to specific projects, they grant beneficiary is the entity is sponsoring the project, so you so it's not the.

00:46:09 city is designating the funds and meeting the home requirements so they can report and satisfy their audit requirements with the Federal Government, but that the dollars are actually being used for the housing the ownership of that housing is the sponsoring entity.

### **Justin Moor**

00:46:25 and Joe just to add on to that there's.

00:46:29 Different organizations that have received these ARPA funds that the city of Toledo, for example in our region has received ARPA funds.

00:46:35 Our agency our area agency on aging is also received some ARPA funds through or from the Ohio department of aging, those are the funds that we received a have certain.

00:46:47 intended uses of them, that is different than the city of Toledo's then send it uses of their ARPA funds.

00:46:55 So, for us, the only services that we could really do directly or any uses of those dollars that we received directly that we could do directly.

00:47:04 would be case management information referral and outreach services, by default, the those dollars are intended to be contracted out for services like home delivered meals homecare.

00:47:19 You know, medical transportation and the like so anytime that we wanted to use.

00:47:23 Any of those dollars for this purpose, any of those are pro funds that we received for that purpose, we would have to ask the Ohio department of aging for a waiver to essentially use it for that purpose and.

00:47:33 We would need their approval of that request in order to use our the Opera funds that we received at our area agency on aging for this purpose of developing affordable senior housing.

### **Joe Recchie**

00:47:46 So they Thank you Justin that's really important the flexibility of those funds and again being at the table talking about it, expressing your interests and being responsive, I want to highlight another project.

00:48:02 That I'm involved in that involves the buckeye hills support services, and if you can flip forward a couple of slides to that book I fields apartments I'll describe that because there's a there's a case where ARPA funds, yes, thank you.

00:48:16 ARPA funds are used as a part of the capital stack this project is interesting because it's a Council of governments it's an Appalachia very low income area.

00:48:29 The target rent the entry level rent for set asides is a \$347 per month, including all utilities and broadband.

00:48:42 So it is an extremely poor area and to do so, we combined 9% tax credits from the Ohio housing finance agency and competition for that.

00:48:54 Success in a grant from the Federal home loan bank under their affordable housing program a \$200,000 grant of ARPA funds from the county.

00:49:05 it's on land that is least for 99 years from the Washington county Commissioners.

00:49:11 and using a program that goes, all the way back to the Tennessee valley authority solar power generated on the site from the rural rental.

00:49:20 program which reinvest the profits of the Tennessee valley authority to innovation, we have a side by side, development of solar power that will that will power, the entire Community 64 units 32.

00:49:36 ranch style duplexes on a campus with one Community building and the buckeye decay health support services is a newly formed 501 C three organization.

00:49:47 That was highly desires of getting housing in their community, it was formed, with the help of the.

00:49:54 buckeye hills regional council, which is Council of governments, it had to literally muscle its way forward, because, as a new 501 C three it took a while to get respect and, but they did that with share.

00:50:07 Share velocity of their advocacy the county Commissioners were behind them, the city, the local represent State Representatives.

00:50:15 They competed at every level successfully for this project, so in the process, the ARPA funds, the ARPA funds are a grant to the.

00:50:26 buckeye hills support services, the lease of land is 65 acres they're using about 20 of it for this, so they actually have more capacity in the future.

00:50:36 The solar power system is has investors involved in it for a 10 year period because they're using tax credits as well, but when the system is paid off it.

00:50:47 is transferred to the buckeye hill support services, so they not only are building capacity and housing they're building capacity energy as well, so it's just an example of again that sort of doggedness perseverance flexibility that is needed to proceed through that.

00:51:07 Andrew asked what's The total cost of the capital stag The total cost of the project is \$12,200,000.

00:51:15 For 64 units.

00:51:20 So there's been a couple other comments here that are really important us the state of Colorado has see Dr co JI.

00:51:30 Dr co JI has gotten permission from the state of Colorado to use some ARPA funds.

00:51:35 To their AAA for emergency housing vouchers for older adults but doesn't extend to actually building housing so it's really thinking about that it's great to have that short term assistance, but to produce the housing, that is committed for the long term.

00:51:52 You know, is a more permanent solution, so if they started at the level of housing vouchers, maybe going on, and I think that those are available for like a three year period, perhaps, is the way it's set up.

00:52:03 To to ask for them to think more expansively about devoting housing to create a permanent solution, but the fact is once they've done, the first step there's the opportunity to sit at the table and think about how to expand that role.

**Duana Patton**

00:52:19 So, I might add to that too, if you haven't already you know Obviously there are likely conversations going, you know, on in your communities, about how the art funds will be allocated.

00:52:31 and find a friend find a colleague who can get you to the table, what we have learned here is there are so many priorities I mean.

00:52:39 You know, you can imagine, you know municipalities now having these dollars and what we've been able to do creatively is you know not just focus on housing bricks and mortar.

00:52:49 But really looking at every priority and providing you know, a summary or a value proposition that says.

00:52:58 And if housing is part of that, then this so, for example, revitalizing some core doors in in our area near hospital systems, you know.

00:53:10 It could take the shape of everything, but you know, housing and housing stock also feeds into the success of that healthcare system so it's just you know finding that story to tell and making it a win, win for various priorities of our funds so.

### **Joe Recchie**

00:53:28 There's your theme Duana when you are always posing it that way, so we have a we have a.

00:53:34 Fourth poll we'd like to quickly do that and then we'd like you to turn your cameras on, if you will, and.

00:53:40 and ask any other questions, I want to make sure we're covering as much as we can, this of.

00:53:45 This fourth poll really relates to future topics, based on what you've learned today what types of information would help you take the next steps in developing affordable housing and services in your area.

00:53:57 And so I'd like you to do that will see the results, and we can, if you can then turn your cameras on and share with us.

00:54:06 I know that Duana Justin and I have all committed to trying to answer questions you may have, after this are questions that come up tomorrow when you're thinking about this and I think we would do that through the portal.

00:54:20 that's been established, so the resource Center will happy to happy to share that.

00:54:31 So let's look at the results here getting buy in from the board that's a big one building Community support.

00:54:37 identifying and leveraging available funding sources that's a that's the number one item identifying and securing commitments from potential partners and decision makers.

00:54:46 that's also pretty high up there and understanding local market needs and potential customers.

00:54:52 So I addressing that identifying and leveraging available funding sources that there are.

00:54:59 There are quite a few resources that are available to resource Center to kind of help you help guide you through at least the opportunities to keep you.

00:55:08 keep you at the table, but I would say, starting with the ARPA funds start with your local communities to talk about that this the allocation process in each state for the affordable housing.

00:55:20 includes both trust grant funds and the allocation of tax credits, but at that local level decision makers can pick up the phone.

00:55:30 postcode they can go sit down together at a round table, and if they want to set if they've addressed it as a problem then move right to what are the possible solutions.

00:55:43 So I don't know these last few minutes if we if we can have the people on the camera for any other questions.

### **Justin Moor**

00:55:50 Thank you, and people can click on the reactions been raised their hand right if they want to ask questions.

### **alicia anderson**

00:55:59 Joe while we wait just a really quick question for you do want to Justin if you can talk to us a little bit about the best resource for resources for determining housing needs in the Community.

### **Joe Recchie**

00:56:14 So most communities every community that that participates in revenue sharing from the Federal Government has some kind of housing assessment right up that they've done in response to their.

00:56:26 Their grant program so you can start right at the local community there's some sort of analysis that's been done.

00:56:33 The housing authorities in your Community publish the utilization of their section eight program So if you see a lagging Alex.

00:56:42 lagging utilization of section eight vouchers, that is an indicator of distress that is there, they have a program that works, they you know they're people that need it, but they can't find the housing it's either too expensive or.

00:56:57 or too low quality to meet the minimum standards that are required from the housing authority or both, but what, when I look at utilization that tells me the level of distress that the Community is undergoing So those are quick measures to sort of guide you to the next part of the conversation.

00:57:15 Duana do you have anything to add to that or.

**Duana Patton**

00:57:17 Just yeah just you had mentioned definitely ones that we rely on, of course, we rely on the Ohio housing finance agency their needs assessment.

00:57:26 and, interestingly enough, because I am so passionate about reading anything that that jumps out that could relate to housing, I have actually found that because it is such.

00:57:36 An impact on many, many industries and a social determinants of health that in in some of our counties it's all show also showed up on their health needs assessments and so again it's just framing the story.

00:57:51 That makes the vision that the Community based Organization has a win, win in multiple sectors and then it is just amazing where you know we're funding streams are identified that you might not even have thought about.

**Joe Recchie**

00:58:09 Other questions anybody have their hands up I missing.

**alicia anderson**

00:58:15 journey Jarvis please mute yourself, thank you.

**Jenny Jarvis**

00:58:19 Thank you okay quick question or the clarification question I want to make sure I don't think I heard it correctly, but for the art funds and you had indicated.

00:58:28 That you know, two of the reasons to use them for housing would be a risk of homelessness and then the census track is there other opportunities to use the art funds to support affordable senior housing outside of those.

00:58:42 i'm just trying to understand the guidelines for how is in use at the county or municipal level.

**Joe Recchie**

00:58:47 So, in general, I can answer this in general, the guidance is very broad, so at risk of homelessness means.

00:58:56 Anybody who is rent burden, so that all that population that is red burden, because they can't it's very difficult to sustain using 50% of your.

00:59:06 income for housing, so it doesn't have to be that they're actually on the streets, but the risk is that their burden so that's a pretty broad.

00:59:15 Calculation you can be outside of qualified census tract and devoting money to housing, if the characteristics of the area you're working in have similar demographics or your meeting a similar need the default position that they put in the guidance from the Treasury is.

00:59:35 The assumption that if you're in a qualified census tract and distressed area, the people in that census tracts.

00:59:43 are more vulnerable to cove it because they're essential workers, their bill house the other conditions that would make it more difficult, so they made a really broad brush approach to dedicating funding to housing.

### **Alicia Anderson**

01:00:03 Any more questions, I know that we're at time but just wanted to make sure that if there's one last burning question that will allow for that.

01:00:16 Thank you so much, and pick a purpose slides via we have another two sessions coming up so there's more opportunities for you to think about questions that you probably wanted to ask, but, for whatever reason you held back.

01:00:34 We have a session that scheduled for Tuesday January 25 and that's tied to the service coordination models of sustainability and we have a session that will be Thursday February 10 and that's related to cross sector partnerships.

01:00:51 Thank you, thank you please come prepared to ask your questions, this was the first of many sessions we started with this office hour, because our goal is to engage with you for you to tell us what's working for you to share with us.

01:01:08 Anything that you want to bring to the table, and so, if there's something that.

01:01:13 You would like to see as we're moving forward if there's something that you want us to put it for the next two sessions.

01:01:20 Please let us know we're here to work with you and to provide you whatever it is that you need please email us at [HSRC@ACL.HHS.GOV](mailto:HSRC@ACL.HHS.GOV) and again, thank you, thank you, thank you for taking your time to be with us have a great day.