AHSC Strategies for Success in 2017 & Beyond

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Who We Are: Enterprise

- Mission: work nationally to create opportunity for low- and moderate-income people through affordable housing in diverse, thriving communities
  - Invested $18.6B nationally for 340,000 affordable homes
  - Invested $1.8B into CA’s affordable housing

Enterprise’s AHSC Innovation Frame

Changes development as usual & integrates our programmatic priorities

Supported 40+ public & private partners
Worked with 14/25 projects recommended for awards
AHSC: Changing the game

- Extremely competitive statewide program that everyone is counting on
- Looking BEYOND the parcel delivers broader impact but also more complication

Steps to Developing your pipeline of AHSC Projects

1. Review AHSC Program materials to make sure you understand threshold requirements

2. Scan plans and pull key data for AHSC eligible projects such as:
   - Active transportation projects (bike and/or ped)
   - Urban greening (native, drought tolerant plants along corridors)
   - Open space restoration
   - Station area developments
   - Transit route creations, expansions
Steps to Developing your pipeline of AHSC Projects

3. Separate near term projects out from further off ones
   - Approval and construction dates (be specific to the year if possible)
   - Keep AHSC Program timeline in mind
     - Application (Spring – Fall)
     - CEQA & NEPA
     - 3 year disbursement period post agreement execution

   2017  2018  2019  Not sure

Steps to Developing your pipeline of AHSC Projects

5. Record levels of committed and expected financing
   - Construction & permanent
   - Operational reserves
   - Larger budget line items
   - Land donation
   - And...make sure to organize all substantiating documentation

AHSC Funds Requested + EFCs – Deferred Costs
Total Development Costs – Deferred Costs

≥ 95%

Steps to Developing your pipeline of AHSC Projects

1. Know fundamental AHSC threshold and eligibility requirements
2. Scan plans and pull out data for AHSC eligible projects, such as:
3. Separate near term projects out from longer term ones
4. Record levels of committed and expected financing
5. Identify where there are financing gaps that only AHSC can fill

6. Share this data with potential co-applicants!!
Fundamentals of a Competitive AHSC Project

Scope for high impact & meaningful benefits

- INCLUDE all eligible uses despite type requirements!
  - Set award eligibility doesn't guarantee awards
  - Not all STIs are created equal

- STUDY scoring structure and what getting points takes
  - Engage/develop technical GHG reduction quantification expertise early on
  - Start thinking about community engagement and workforce programs

- CLARIFY roles and responsibilities of all team members

Use new tools or protocols to work more effectively

- Designated point person
- Narrative and backup documentation templates
- Progress tracking tools & regular check ins
- Document sharing platforms
Questions?

Thank you!

Follow up:
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