The Apex is emerging from the ground and reaching skyward. After excavating 5,000 truckloads of dirt and pouring 3,700 loads of concrete for the underground garage, the five-story buildings are starting to take shape.

The Apex is the $100 million redevelopment of The Berkeley, which was a 1960s community with 137 apartments in two buildings.

The new development includes two new bright and open, energy-efficient buildings that will welcome 256 families in 2020.

Integrates Green Features

The Apex overlooks Four Mile Run, a nine-mile stream that is part of an extensive Master Plan to turn the corridor into a model of urban ecological restoration. To complement the County’s goal to integrate natural and urban areas, The Apex’s redevelopment incorporates green design with active outdoor spaces.

New outdoor amenities include a playground and sport court as well as a 12-foot widening of the Four Mile Run pedestrian/bike trail alongside the stream.

The redevelopment is also being designed to earn an EarthCraft gold certification, which reduces environmental impact.

Serves a Range of Incomes

The new community will serve a range of income needs. Fifteen percent of the apartments will provide “missing middle” housing – 60% to 80% Area Median Income (AMI), which is available to families of four earning up to $70,320 (60% AMI) and $93,760 (80% AMI). The remainder of the apartments will serve families earning between 40% and 60% AMI. The 40% AMI income ceiling is $46,880 for a family of four.

Financing and Partners

The project’s financing includes up to $20.9 million in revolving loan funds from Arlington’s Affordable Housing Investment Fund (AHIF) and a combined allocation of $3.5 million in 9% and 4% Low-Income Housing Tax Credits (LIHTC) from Virginia Housing Development Authority (VHDA), which will generate approximately $34 million in total equity investment. VHDA also provided nearly $17 million in REACH loans.

Project partners include Arlington County; Capital One; Community Housing Capital; Harkins Builders, Hudson Housing Capital; Michael T. Foster Architects (MTFA); NeighborWorks; Walter L. Phillips; Shulman, Rogers; Virginia Housing Development Authority; Klein Horning; and Walsh, Colucci.
The demand for affordable places to live far outstrips the availability of housing. The National Low Income Housing Coalition estimates D.C., Maryland and Virginia need about 350,000 more affordable homes to fill the current need. Housing is defined as affordable when rent or mortgage, plus utilities consumes no more than 30% of a household’s gross income.

The first hurdle is finding adequate space to build. “Land is scarce and expensive,” says John Welsh, AHC’s Vice President of Development. “And finding locations close to public transportation and job opportunities, which is so helpful for our residents, is even more competitive.”

AHC currently has three new construction projects underway. Although finding the land for each project came about differently, all three optimize existing resources and forward-thinking partnerships.

Share land with a church
In Alexandria, the Episcopal Church of the Resurrection (ECR) decided to make a lasting difference to the community by transforming their two-acre plot of land into a combination of affordable housing and worship space. This spring, AHC breaks ground on a new apartment building that will welcome 113 low-income working families in 2021. ECR will open its new smaller church building next door. The location is great – near public transportation and NOVA Community College.

Construct with a for-profit developer
In DC, AHC is part of a joint venture led by PN Hoffman to develop a large project on city-owned land. The venture’s 136 affordable apartments will be 30% of the 456 apartments in the large mixed-income, mixed-use development. Close to the Metro in a rapidly developing area of the city, the project benefits from a ground lease with the District. The project is expected to start in 2020.

Redevelop an existing property
Built in the 1960s, The Berkeley apartment community included two aging buildings with 137 units conveniently located across the street from a shopping center. As Arlington’s need for affordable housing continues to grow, redeveloping the property and offering more housing opportunities made a lot of sense. Now, thanks to support from Arlington County, the renamed Apex will provide 256 new, energy-efficient apartments – almost double the homes for working families.

The Episcopal Church of the Resurrection is turning their two-acre property into a combination of affordable housing and worship space.

Financing affordable housing often requires many different funding resources. The Spire, with 113 apartments in Alexandria, has won a variety of local, state and national funds.

Recently, the development received a $1.12 million loan from the Virginia Department of Housing and Community Development that includes funds from the The Virginia Housing Trust Fund and the National Trust Fund.

Last fall, the Federal Home Loan Bank of Atlanta awarded The Spire a $500,000 loan.

Our local partner, The City of Alexandria, unanimously supported the City Council, committed $9 million in loan funds to The Spire earlier in the project’s development.
Several AHC communities owe their existence to making the most of available land. The Shell came into being by carving out a piece of land from an existing AHC property and combining it with the land of an adjacent gas station. Today, the site includes 83 affordable apartments.

AHC also turned an underutilized parking lot on an existing AHC property into two nine-story apartment buildings. The Park at Courthouse, with 99 market-rate condominiums, is adjacent to its twin, The Frederick, which provides 108 affordable apartments.

A land swap was the catalyst for a three-block development that included two office buildings, a redeveloped AHC apartment community, and upscale townhouses. The project won approval only after the land swap moved The Jordan, AHC’s four-story building, adjacent to the taller commercial buildings and moved the lower-density townhomes across the street, stepping down the density near the single-family homes.

Historic Colonial Village West, built in the 1930s, is getting a facelift to update building systems and increase energy efficiency.

Now that Amazon has selected Northern Virginia as the site for one of its new headquarters, many housing advocates are concerned about the impact on affordable housing in the region.

Arlington has long struggled with declining numbers of affordable places to live. Between 2000 and 2018, the number of affordable apartments declined by more than 50%.

AHC, like other affordable housing providers, is hoping the attention on housing encourages positive community action. “We are hoping Amazon is a spark that ignites change,” said Walter D. Webdale, AHC President and CEO.

The $24 million renovation financing came together with support from long-time AHC partners, including a tax-exempt bond issuance by the Arlington County Industrial Development Authority, 4% Low Income Housing Tax Credits from the Virginia Housing Development Authority (VHDA), and a permanent loan from Freddie Mac through Capital One.

The entire project, which includes seven phases in order to minimize resident disruption, will be completed by late 2019.
Celebrating 15 Years in Baltimore

Fifteen years ago, AHC Greater Baltimore (AHC-GB) opened its doors to address the need for more affordable housing in the Baltimore region. Since then, AHC-GB has developed eight properties with more than 1,600 affordable apartments.

AHC-GB’s focus, according to Director Mary Claire Davis, is “identifying more units to preserve, developing innovative financing opportunities, and expanding our success regionally.”

Over the years, the organization has established deep roots in the community through dozens of partnerships, including the Housing Authority of Baltimore City and a host of community groups.

Rental and Homeownership Opportunities

Projects range from an award-winning block-wide renovation of historic row houses to the multi-phase revitalization of O’Donnell Heights, a 62-acre, 1940s public housing community on Baltimore’s southeast side into Key Pointe.

In late 2018, the organization celebrated the grand opening of the second phase of the massive Key’s Pointe redevelopment, a partnership with The Michaels Organization. Since the project first broke ground in 2014, 144 families have moved into affordable homes. Recently, two new schools that will bookend the community have begun construction – a sign of the neighborhood’s resurgence.

Another transformation is the continuing renovation of MonteVerde Rowe, a block-wide home ownership project that is changing lives and bringing new energy to the Park Heights neighborhood. To date, eight of the 11 totally renovated historic row homes have been sold to first-time homeowners.

AHC-GB’s first property, Greenspring Overlook, is also getting a fresh look. The 1960s garden-style complex will be renovated to improve building systems and energy efficiency. Like all of AHC-GB’s projects, the community serves low and very low-income families.

Resident Services

Ninety percent of AHC-GB’s residents report annual incomes of less than $20,000. Baltimore’s Resident Services Program is designed to meet these residents’ needs. Each year, Resident Services provides programs to more than 500 families.

Along with afterschool opportunities for young children, programs are designed to help residents become more stable and self-sufficient, including financial capability education, one-on-one support for job readiness, credit building and eviction prevention.

The team also provides extensive health services for aging adults, particularly at MonteVerde Apartments, which primarily serves seniors. Onsite medical screenings, healthy food distribution, and a variety of social and educational activities are making a real difference in residents’ overall wellness.

AHC-GB is looking forward to continuing its mission of preserving housing and providing services that serve very low-income residents. “Creating quality housing for those who need it most is a wonderful opportunity to work with a wide variety of partners trying to improve Baltimore,” says Davis.
Dear Neighbor,

Building bright futures and opportunities starts with putting down roots.

So it is with grateful thanks to AHC Inc.’s many friends, supporters and partners that over 7,800 families had a safe place to call home in 2018. In addition, AHC’s educational programs and social services touched more than 3,000 of our residents.

Together, we are helping people thrive!

I hope you will take pride in the stories shared in this newsletter. From breaking ground for beautiful homes, forging innovative strategies, hosting college field trips and much more, our dedicated community, donors, volunteers and staff are changing lives every day.

With much to celebrate, challenges and hard work lay ahead. So whether you’re new to AHC or have been advocating for fair housing since our early days, we welcome your voice and your support. With your help, we can continue to offer stability and bright futures for those who need us most.

Warmly,

[Signature]

From the Desk of
Walter D. Webdale, President & CEO

Developing Affordable Homes and Helping Communities Thrive for 40+ years.

We can’t do it without you!

Visit www.AHCinc.org

AHC Affordable Housing  @AHCInc.  AHC_inc.
Thank you to our many donors!

AHC Inc. is deeply appreciative to our many friends and committed donors for supporting educational programs and services for families and individuals living in AHC’s affordable housing communities. This list acknowledges gifts $50+ made between January 1, 2018 and December 31, 2018. Thank you to our many donors!

Community Circle

**Benefactor**
($25,000+)
- Capital One Financial Corporation
- Citi Community Development
- Enterprise Community Partners
- Harkins Builders, Inc.
- Hudson Housing Capital
- JPMorgan Chase
- NeighborWorks America
- Project Discovery
- The Morris and Gwendolyn Cafritz Foundation
- The Shooshan Family Fund of the Arlington Community Foundation
- U.S. Department of Housing and Urban Development
- Virginia Department of Education
- Washington Forrest Foundation

**Builder**
($10,000-$24,999)
- Arlington Community Foundation
- Arlington County Community Planning, Housing & Development
- Astoria, LLC
- Clark-Winchele Foundation
- Lois Herr
- Hertzbach & Company, P.A.
- Impact1890
- MMTA Architecture PLLC
- Eda Nevin Memorial Fund
- PNC Foundation
- Shulman, Rogers, Gandal, Pordy & Ecker, P.A.
- The Herb Block Foundation
- The JBG Companies
- Wells Fargo

**Patron**
($5,000-$9,999)
- Anonymous
- John Andelin & Ginger Geoffrey
- Citi Community Capital
- Craftmark Homes, Inc.
- Cunningham | Quill Architects
- Alice Barrett Feeley
- John Marshall Bank
- Klein Hornig LLP
- Last Name Left Productions
- Francis M. Lunney
- Bernard Piper
- The Fenwick Foundation
- Walter L. Phillips Inc.

**Sustainer**
($1,000-$4,999)
- AGM Financial Services
- Anonymous
- John Andelin & Ginger Geoffrey
- Craftmark Homes, Inc.
- Cunningham | Quill Architects
- Alice Barrett Feeley
- John Marshall Bank
- Klein Hornig LLP
- Last Name Left Productions
- Francis M. Lunney
- Bernard Piper
- The Fenwick Foundation
- Walter L. Phillips Inc.

**In Honor of**
- Celia Slater
- The Collaton Karpinskis
- Jennifer Endo
- Eileen Hanning
- Elisa Diehl
- Anne Johannessen
- Frances M. Lunney
- Joan Lunney
- Patricia E. Johnston
- Joy Midman
- Ellen Mullan-Jayes
- Andrew & Sique Spence
- Ernie Jenkinsen
- Walter D. & Judith Webdale

**In Memory of**
- Joy Rambert
- Timothy Amussen
- Bill Bozman
- Mary & Bob Bullock
- Tillman Neuner
- GMBC-Rad. Onc. Family
- Charlie Rinker
- Scott Keeter & Rosemary Jann
- Jack Cormann
- Charles & Jennifer Lawson
- Richard & Savannah Pierce
- Wanda L. Pierce
- Virginia Thatcher Klutcz
- Sheila T. Taylor
- Luke L. Ellison
- Pattie Tom

**Tribute Gifts**

**Cornerstone Society**

We thank individuals who have designated AHC Inc. in their estate plans. For information about the Society, please contact Annie Sweeney at (703) 486-0626 x 117 or annie.sweeney@ahcinc.org.

- Frank & Vera Brown
- Roger Brown & Joanna Miller
- Patricia E. Johnston
- Thomas F. Kelley
- Dana & Ray Koch
- Frances M. Lunney
- Eileen McMurrer
- Steve Miller
- Bernard Piper
We apologize for any omissions, misspellings, or errors and welcome your suggestions. Please contact us at annie.sweeny@AHCinc.org to share any concerns.
College and Career Readiness Program – Laying the Groundwork for Success

AHC’s College and Career Readiness (CCR) program is graduating its third group of high school students this spring. The Class of 2019 has already received 35 college acceptances, a highly competitive POSSE scholarship, and is waiting to hear about countless other scholarships.

CCR grew out of AHC’s long-time Teen Tutoring program, which has helped more than 100 students successfully graduate from high school. Not only are our students getting into college, but they are also performing exceptionally well. A survey of AHC’s students showed that 80% are staying in college or have graduated – significantly above the 56% national average for successful first-generation students and the 74% of students with college-educated parents.

The CCR program works solely with high school juniors and seniors to help them navigate the challenges of applying for college and/or figuring out productive next steps after high school.

Mentors are Secret Sauce

The program’s secret sauce is the individual attention each student receives. Every teen is assigned a mentor who works one-on-one with them throughout their junior and senior year.

“My mentor, Zanab Malik, is amazing. She meets with me once a week and has helped me with every essay,” says Esther Garcia, a senior. “I had no idea what it takes to get into college, and I don’t think I would have gotten so many acceptances without her help and commitment.”

Esther has already been accepted into five of the 10 schools she targeted. She plans to study social sciences and anthropology. She started a community service club in high school and hopes to build a career helping people from all kinds of different backgrounds.

Roger Mensah-Cooley, who joined AHC’s education program eight years ago, has worked with several tutors over the years. One even helped him find colleges that offer mechanical engineering degrees – his dream since he became fascinated with cars as a young boy.

“The education program has really changed my life,” says Roger. “I’ve met and worked with adults I can look up to - people who have taught me good work habits and shaped me into the student I am.”

CCR is the culmination of AHC’s multi-pronged education program, which starts in Kindergarten. Another student, Kevin Platero, started attending AHC’s Afterschool program in first grade and is graduating from CCR this year.

He believes the program helped him learn how to read as a child and encouraged him to pursue college as a teen. “I didn’t really think about continuing my education until we went on some college trips,” he says. Kevin loves math and music and is also considering mechanical engineering as a career. “Going to college is important to me and also to my family because they want me to do more with my life.”

Kevin Platero and Esther Garcia are graduating from AHC’s College and Career Readiness program this year and are going to college. Esther plans to study social sciences and Kevin is interested in music and mechanical engineering.
More than a decade ago, AHC began developing resources to help families tackle common financial challenges.

Our goal: To go beyond the bricks and mortar of affordable housing and offer onsite services to build residents’ housing stability.

Over time, the resources have expanded into comprehensive financial education programs ranging from eviction prevention to job readiness.

This year, we added financial education components to our youth programs to start building these essential life skills earlier.

“It’s never too early or too late to improve financial literacy,” says Susan Davidson, AHC’s Resident Services Director. “Improving our students’ understanding of basic economic fundamentals will help them build stable lives for themselves and, ultimately, for their own families.”

Teens learned real-life budgeting skills at Finance Park, the culmination of a 14-week financial management course created by Junior Achievement.

Teens Practice Real Life at Finance Park

This year, CCR offered a 14-week personal financial management class to help teens make the most of their money. The Junior Achievement Finance Park program prepares students to manage challenges like paying off college loans and budgeting adequate funds to take care of themselves and their family. The program culminated with an interactive, hands-on experience at Finance Park in Fairfax, VA.

Each of the 25 participants received individual profiles and had to make realistic financial decisions about their lives based on a salary, family situation, rent and other variables.

“Our students enjoyed the experience and also realized how hard it can be,” said Shawn Pham, a George Mason University senior social work student who is interning with AHC Inc. “Students learned how current choices can affect their future, some budgeting strategies, and what kind of salary you need to live in a place like Arlington.”

Eviction Prevention Program Builds Security

Arlington’s Eviction Prevention Program (EPP) began five years ago to keep families at risk of eviction in their homes and on the path to a more secure financial future. Helping families maintain their housing situation improves a family’s long-term stability and also positively impacts children’s ability to succeed in school.

AHC’s trained Resident Services staff work one-on-one with families to connect them to local resources, including rent and utility relief and financial capability activities. The process is personal and time-consuming, but the results can be life changing. Since the program’s inception, AHC has helped about 50 Arlington families a year avoid eviction.

One of the key education components is Money Smarts Pay (MSP), a three-month intensive money management program. The course, a partnership with the Virginia Cooperative Extension, includes weekly classes, one-on-one financial coaching, short and long-term goal setting, assessing credit reports, establishing a budget, and saving money from paychecks. Participants learn practical skills and strategies that help them take concrete steps to build a better financial foundation.
Afterschool Students Learn Business Skills

About 25 students aged five through 13 participate in the Greenspring Overlook afterschool program in Baltimore. Since last summer, the students have been learning about economics first-hand by running a small snack store in the community center. Youth price the goods, prepare the snack bags, and market the store to the apartment community.

“Working with the store is teaching the children about money and financing, customer service, and math skills,” says Lindell Seck, Resident Services Senior Manager. Students have also learned about giving back by donating some of their earnings to the homeless.

Along with snacks, students also sold plants at the Greenspring Overlook community store during the summer.

The afterschool program is a partnership with Catherine’s Family and Youth Services, Inc. The program offers a host of activities, including homework help and field trips, such as ice skating, horseback riding and even a visit to the White House.

“The children are learning so much,” says Seck. “It’s wonderful to see them develop responsibility and real-world skills.”

Adults Overcome Financial Challenges

Financial literacy has been a priority for AHC-Greater Baltimore’s Resident Services program for more than a decade. Serving residents in areas with some of the city’s highest concentrations of poverty, the program’s goal is to help put residents on firmer financial footing.

The program has grown to include an extensive network of partnerships to provide a variety of financial resources for our residents. Today the Financial Capability program helps participants join the banking mainstream, start saving, and build credit so they have more financial stability.

The program has also expanded to include job readiness coaching, which helps residents get and maintain jobs. One-on-one job coaches build strong relationships with residents and provide ongoing encouragement and support. Seemingly small program benefits like bus vouchers can make a huge difference to successfully holding on to a job for someone with unstable transportation options.

The initiative is changing lives. Since its inception, the program has helped hundreds of residents make significant improvements to their financial situation, from starting checking accounts to finding steady jobs.

We are proud to be working with NeighborWorks, Citi Community Development, and JPMorgan Chase to adapt and scale our program nationwide by 2020.

Along with snacks, students also sold plants at the Greenspring Overlook community store during the summer.

Dozens of AHC residents have completed Money Smart Pays, a three-month intensive money management course.
What’s Inside

Finding Space to Build Affordable Housing

Helping Residents of All Ages Build Financial Literacy

Celebrating AHC Greater Baltimore’s 15th Anniversary

Stay connected! Keep up with the latest information on affordable housing and resident services, follow AHC on Facebook at AHC Affordable Housing, Twitter at AHCInc and Instagram at @AHC_Inc.