

# NCSHA 2016 Annual Awards Entry Form

(Complete one form for each entry)

**Deadline: Wednesday, June 15, 2016**

Visit [ncsha.org/awards](http://ncsha.org/awards) to view the Annual Awards Call for Entries.

**Instructions:** Type entry information into the form and save it as a PDF. Do not write on or scan the form. If you have any questions contact [awards@ncsha.org](mailto:awards@ncsha.org) or 202-624-7710.

Fill out the entry name *exactly* as you want it listed in the program.

**Entry Name:** \_\_\_\_\_

**HFA:** \_\_\_\_\_

**Submission Contact:** (Must be HFA Staff Member) \_\_\_\_\_ **Email:** \_\_\_\_\_

Please provide a 15-word (maximum) description of your nomination to appear on the NCSHA website.

\_\_\_\_\_

Use this header on the upper right corner of each page:

**HFA:** \_\_\_\_\_

**Entry Name:** \_\_\_\_\_

\_\_\_\_\_

**Select the appropriate subcategory of your entry and indicate if you are providing visual aids.**

<b>Communications</b>	<b>Homeownership</b>	<b>Legislative Advocacy</b>	<b>Management Innovation</b>
Annual Report	Empowering New Buyers	Federal Advocacy	Financial
Creative Media	Encouraging New Production	State Advocacy	Human Resources
Promotional Materials and Newsletters	Home Improvement and Rehabilitation		Operations
			Technology
<b>Rental Housing</b>	<b>Special Needs Housing</b>	<b>Special Achievement</b>	Are you providing visual aids?
Encouraging New Production	Combating Homelessness	Special Achievement	Yes
Multifamily Management	Housing for Persons with Special Needs		No
Preservation and Rehabilitation			

## Respond to an Important State Need

Delaware's cities and towns have worked hard to reestablish their downtown areas as centers of economic and cultural activity, and attractive places to live and work. Concerns about crime and public safety, as well as poor building conditions and socioeconomic challenges have made redevelopment of Delaware's downtowns challenging for these communities and for potential investors.

But these areas also have much to offer: urban areas are walkable, and Delaware's downtowns are full of history and architecturally-significant historic structures. Moreover, younger Americans are now more likely to live in cities, according to the White House Council of Economic Advisers, [which found that](#) "urban living in the United States has seen a resurgence during Millennials' lifetimes."

That's where the State of Delaware and DSHA stepped in: offering state and local incentives through the Downtown Development Districts program to encourage new private investment in Delaware's cities, helping lead revitalization in designated downtown districts statewide. The program was approved by Delaware lawmakers in 2014, but expanded by additional funding and district designation rounds in 2015 and 2016.

In February 2015, DSHA announced more than \$45 million in new projects in downtown districts in Wilmington, Dover and Seaford – districts strategically located to have an impact in each of Delaware's three counties. And on June 1, 2016, 10 new towns and cities submitted applications to designate their own Downtown Development Districts, confirming success of the program and proving that local officials see the value of partnering with DSHA to drive revitalization in their downtowns.

## Innovative

Building on national trends, Delaware State Housing Authority's 2015-2020 Housing Needs Assessment study confirmed a new emerging housing market:

- Households are getting smaller. Adults remain single for longer and there are more couples with no or few children, leading to an increase in single-person households and small families.
- Households are getting older as the Baby Boom generation ages into their senior years. Similarly, older families tend to be smaller in size as children move out of their parents' homes.
- There is an increasing demand for rental housing as more households wait to purchase a home, or have transitioned into the rental market due to the recent foreclosure crisis.
- Also, with the growing senior population and smaller families in general, the demand for large single family homes is waning in lieu of smaller more affordable single family homes and townhomes.

Combined, these trends create new opportunities for investment in Delaware's downtown areas, opportunities facilitated by the Downtown Development Districts program.

The program uses a relatively modest state investment to leverage local incentives and significant private investment. In Wilmington, local officials are expediting permitting processes to build on DSHA's incentives. In Dover, officials are waiving water and sewer fees and providing four-year property tax abatements to encourage residential improvements downtown. And in Seaford, major projects may qualify for 10-year tax rebates, façade improvements and more. And because downtown designations

are awarded through a competitive application process, local towns and cities compete to offer innovative local incentive packages that will spur even more private investment.

An infusion of public incentives to attract private investments represents a deliberate effort to overcome the financial, regulatory, and other barriers associated with redevelopment. Promoting new targeted commercial, industrial and residential growth in Delaware's downtown areas will capitalize on emerging market trends while make a long-lasting contribution to the economic vitality and quality of life in these distressed areas.

### **Benefits Outweigh the Costs**

As of May 2016, just under \$10 million in DDD grant funding through the Delaware State Housing Authority had leveraged \$160 million in activity in DDD districts across all three counties. In Wilmington, Delaware's largest city, \$6.6 million in grants through DSHA has spurred almost \$122 million in private activity. And in the latest funding round, developers across three counties applied for \$4.5 million in grants that would leverage another \$130 million in private investment, including for major commercial projects in downtown Dover and Wilmington.

Downtown developers leading residential, commercial and industrial redevelopment projects in designated downtown districts are invited to apply for DDD grants through the Delaware State Housing Authority and other local incentives.

DSHA makes available grants worth up to 20 percent of Qualified Real Property Investments in excess of the Minimum Qualified Investment Threshold of \$25,000. And DSHA established two funding set-asides for DDD Grant Awards, one for small projects with an investment of less than \$250,000, and another for investors of over \$250,000. Small-project investors may apply for funding year-round.

### **Achieve Intended Results**

The program has worked to attract significant private investment into Delaware's downtowns. More than \$160 million in new construction projects in Wilmington, Dover and Seaford have been initiated with Downtown Development Districts funding. Additional funding announcements are expected by DSHA by the end of June. And new district designations will mean even more positive impact statewide.

DSHA has begun to tell the story about the Downtown Development Districts program, planning events to celebrate new funding and working with Governor Jack Markell's office to [highlight success stories](#).

In Dover, Downtown Development Districts funding helped support Central Delaware Habitat for Humanity's effort to build five new homes on South Kirkwood Street, which had been one of the city's most distressed areas, blighted by crime and poor property up-keep. Families already are living in three of the homes and helping lead a resurgence on South Kirkwood.

In Seaford, a city in rural Southern Delaware where a loss of manufacturing jobs weighed heavily on families and the local economy, the Downtown Development Districts program is helping fund new commercial and residential investment downtown. New apartments overlooking the river will provide housing for a rebounding workforce in the first major development project the downtown has seen in

years. Small businesses are looking to take advantage of the program to bring additional life to the city's core.

In Wilmington, Downtown Development Districts funding is having a significant, visible impact. The program has leveraged more than \$120 million in private investment in the city, with DDD resources funding large mixed-use projects, commercial redevelopment, rehabilitation of local bars and restaurants and residential construction that is bringing more people to the busy Market Street corridor and the surrounding areas downtown.

Interfaith Community Housing of Delaware is redeveloping six existing houses, some vacant and blighted, to create a dozen new affordable homes to promote homeownership in Wilmington's downtown district.

And downtown developers are transforming a vacant block into a mixed-use facility that will feature a public parking garage, 200 apartments, and retail space that will attract more visitors for concerts, dining.

Even more progress is expected soon – with buy-in from state governments, local partners and private industry helping re-build Delaware's downtowns.

#### **LINKS TO VISUAL AIDS (Additional visual aids attached below)**

DSHA worked with Governor Jack Markell's office to produce a video documenting the impact of the Downtown Development Districts program on South Kirkwood Street in Dover. <http://bit.ly/1reArMR>

We also worked with the governor's office to produce a Weekly Message on the impact of the DDD program statewide <http://bit.ly/1M9OpKh>

#### ***News coverage of the DDD program***

Governor Markell announces Downtown Development District Program Will Expand (WBOC) <http://bit.ly/21iLGk0>

Expansion of Downtown Development District program is good news for #netDE (Technically Delaware) <http://bit.ly/25KOUAL>

Downtown development project expanding to more cities (Delawareonline) <http://delonline.us/1nOLfzK>

Homeownership Month, Downtown Development Districts Boosting Community (Dover Post) <http://bit.ly/21iMnd3>

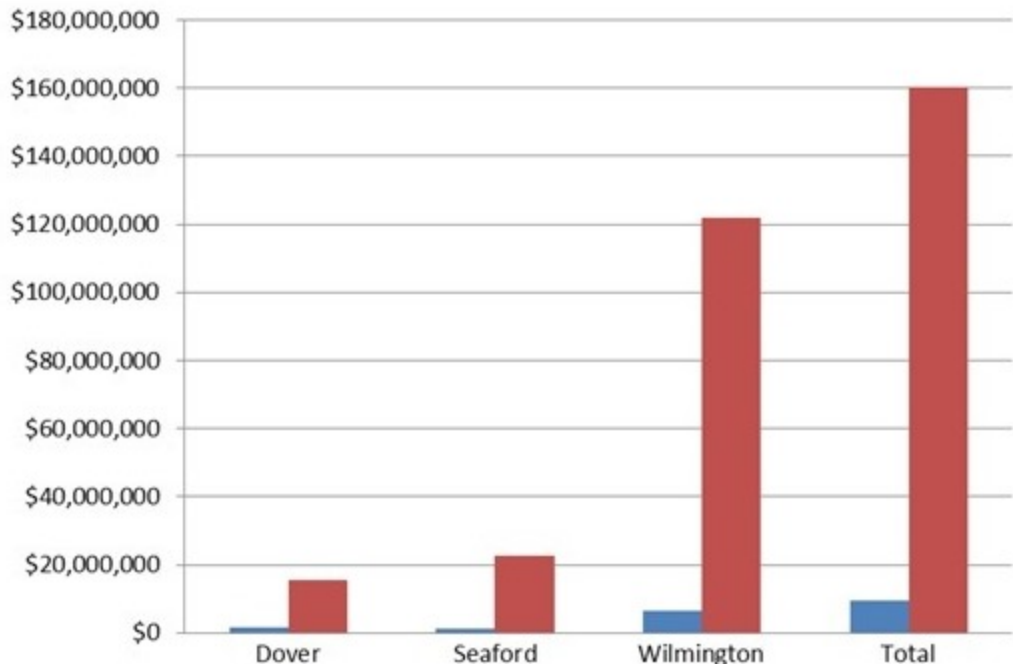
Dover gets more money for revitalization (Delaware State News) <http://bit.ly/1Qp84kR>

There's \$800K available for you to improve your downtown storefront or house (Technically Delaware) <http://bit.ly/1qm79f9>

Delaware State Housing Authority  
Downtown Development Districts

# Private Investment Leverage

## Downtown Development Districts Reservation Awards 2015 Large Project Application Round 1 and 2



■ R1/R2 DDD Funding

■ R1/R2 Private Investment

\$1,634,464

\$15,375,950

\$1,371,000

\$22,874,802

\$6,643,227

\$121,880,701

\$9,648,691

\$160,131,453



**Contact:** Jonathan Starkey, Director of Public Relations, DSHA  
Office: (302) 739-0271, Cell: (302) 632-0470, [jonathan@destatehousing.com](mailto:jonathan@destatehousing.com)

**February 2, 2016**

## **New Projects in Seaford, Dover, Wilmington to Receive Downtown Development Districts Funding**

*\$4 million in grant funding for 11 projects will leverage \$45 million in private investment*

**Dover, DE** – Downtown revitalization efforts in Wilmington, Dover and Seaford continue to gain momentum, with new projects in all three counties slated to receive funding from Delaware’s Downtown Development Districts program.

The Delaware State Housing Authority and Governor Jack Markell announced Tuesday that 11 projects have been selected to receive \$4 million in DDD funding. Delaware’s new grants will leverage \$45 million in private investment in commercial and residential development in all three cities.

New projects include the redevelopment of vacant properties to promote homeownership in downtown Wilmington; mixed-use reconstruction on Market Street; new home construction on New Street and Reed Street in downtown Dover; and additional development at The Residences at River Place in Seaford.

“Our Downtown Development Districts program continues to leverage significant private investment in Delaware’s downtowns,” **said Governor Markell**. “More Delawareans want to live and work in urban areas, so this kind of revitalization of our cities will drive future economic growth. We’re seeing great progress.”

Due to significant ongoing interest in the program, DSHA will initiate **another DDD funding round** this spring. The round will open on March 1, with applications due by May 15.

“We continue to be pleased with the feedback we’re receiving in Dover, Seaford and Wilmington,” **said Anas Ben Addi**, Director of the Delaware State Housing Authority. “The program is making a difference in all three cities and I look forward to continued work with our new development partners.”

The DDD program, administered by the Delaware State Housing Authority, [was created by legislation](#) proposed by Governor Markell and passed unanimously in May 2014 by the General Assembly.

In January 2015, Governor Markell designated the downtown areas of Seaford, Dover, and Wilmington as Delaware’s first three Downtown Development Districts. In the first funding round, announced last April, a \$5.6 million investment by the state [leveraged \\$114 million in private investment](#) in all three counties.

To incentivize development, applicants receiving DDD grants are eligible for up to 20 percent of their construction costs in the form of a rebate. Grants are awarded only when projects are complete.

District	Total Awards	Total TDC	Total QRPI	Total Reservations
Dover	5	\$14,226,060	\$11,096,123	\$1,470,396
Seaford	1	\$11,461,567	\$9,512,678	\$700,000
Wilmington	5	\$19,967,190	\$11,893,114	\$1,837,090
<b>Grand Total</b>	<b>11</b>	<b>\$45,654,817</b>	<b>\$32,501,915</b>	<b>\$4,007,486</b>

Project Details:

- **Central Delaware Habitat for Humanity** will build five single family homes on North New Street in downtown Dover. The homes will be sold to low-income homebuyers, helping promote homeownership in Dover’s downtown district.
- **829 Market LLC** plans to redevelop the property at 829 Market Street in Wilmington to create seven walk-up apartments above 5,000 square feet of ground-floor space, which will be occupied by a restaurant, 3 Doors Brewing Company.
- **James R. and M. Lorraine Nelson** plan to demolish an unstable, 127-year-old building at 117 Market Street and build a new six-story building. A bank and café will occupy the ground level, and the marketing and technology firm Trellist will occupy the top five floors.
- **MauTiste Investment Group** will build three duplexes, or six townhomes, on Reed and S. Kirkwood streets in downtown Dover, a project that also will build on earlier efforts to increase homeownership in downtown Dover.
- **Interfaith Community Housing of Delaware** plans to redevelop six existing houses, some vacant and blighted, to create a dozen new affordable homes to promote homeownership in Wilmington’s downtown district. The houses are located along West 6<sup>th</sup> Street, West 5<sup>th</sup> Street and North Washington Street.
- **The Residences at River Place LLC** has reserved funding to assist in the construction of the third and fourth phases of the project in Seaford. New development will include two four-story apartment buildings with a clubhouse and covered parking spaces.

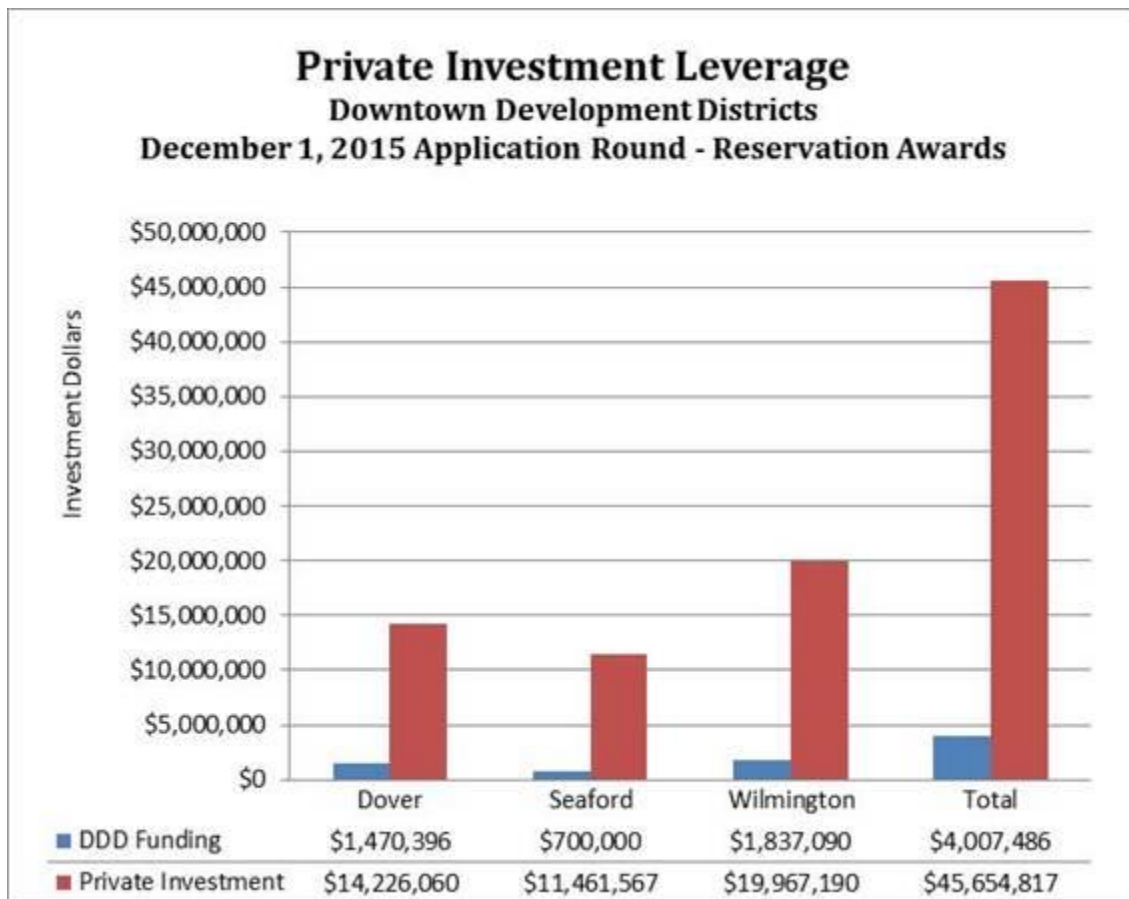
[Full List of Large Projects Awarded](#)

Comments from Partners:

“These town homes will enhance the community but cannot happen without the DDD funding. From the initial kickoff meeting last winter, the DDD program was well planned and executed,” said **Michael Maupin, Managing Director of MauTiste Investment Group**. “This project will be a great success because of the support of the Delaware State Housing Authority, Dover Mayor Robin Christiansen and his entire staff. It has been a pleasure working with them and I look forward to completing this project and developing others.”

“Governor Markell’s initiative of the Downtown Development District program and what it offers has been the ignitor of what is happening in Downtown Seaford,” said **Seaford Mayor David Genshaw**. “The City believes in this program and is proud to support it 100%. We are excited about and look forward to the definite transformation that will occur over the next few years in our community.”

“I was overcome by excitement upon hearing that I have been awarded a grant to improve my property on Market Street in Wilmington,” said **James Nelson, one of the owners at 117 Market Street in Wilmington**. “This grant will make possible the realization of a vision to not only create a new and iconic building on Wilmington’s very visible Martin Luther King Boulevard, but will enable a very viable and substantial tenant to continue to expand his business in Wilmington.”



**About the Delaware State Housing Authority**

The Delaware State Housing Authority (DSHA), formed in 1968, is dedicated to providing quality, affordable housing opportunities and appropriate supportive services to low- and moderate-income

Delawareans. In addition to its role as the State's Housing Finance Agency, DSHA is unique in that it is also serves as a Public Housing Authority and acts as a Community Development and Planning Agency. As a Public Housing Authority, DSHA receives funding from HUD to build, own and operate public housing in Kent and Sussex counties, two of Delaware's three counties. For more information about the Delaware State Housing Authority, please call: (302) 739-4263 or visit our website at: [www.destatehousing.com](http://www.destatehousing.com)



Delaware State News/Dave Chambers

New home construction on North New Street in Dover will be included among the projects to be funded in the city's Downtown Development District.

# Dover gets more money for revitalization

**By Arshon Howard**  
Delaware State News

DOVER — Delaware's capital city, along with Seaford and Wilmington, will receive additional funding from Delaware's Downtown Development Districts (DDD) program.

"We're excited," Dover Mayor Robin Christiansen said. "These projects are really going to help us revitalize downtown Dover."

Delaware State Housing Authority and Gov. Jack Markell announced Tuesday that 11 projects have been selected to receive \$4 million in DDD funding. Five of those projects were awarded to Dover, which will receive \$1,470,396

from the DDD funding.

Some of the projects include new home construction on New Street and Reed Street, and medical offices on North Street.

The new grants will leverage \$45 million in private investment in commercial and residential development in all three municipalities.

"Our main key is having home occupancy in downtown Dover," Mayor Christiansen said. "That's our goal and we're continuing to push forward to make that happen for the residents in Dover."

Central Delaware Habitat for Humanity will receive \$85,165 to build five single-family homes on

See **Dover** — Page 10



A property on South Bradford Street is also earmarked for revitalization.

# Dover

Continued From Page 1

North New Street in downtown Dover.

The homes will be sold to low-income homebuyers.

"We're working to help improve the downtown area," said Jonathon Gallo, executive director of Central Delaware Habitat. "We want to build affordable homes to help increase homeownership."

Last year Central Habitat received \$75,150 from the DDD program, which helped build five affordable homes for low-income individuals on Kirkwood Street in Dover.

DSHA will initiate another DDD funding round this spring. The round will open on March 1, with applications due by May 15.

"We're still striving for our goal," Mr. Gallo said. "We want to continue to make those improvements to the downtown areas, as much as we can."

Dover-based Halpern Family Property Investment LP will receive \$614,000 to build a four-story mixed used building at 129 and 131 South Bradford Street in Dover.

Also Dover-based Faithwork, LLC will receive \$182,820 to build a residential group home and \$492,000



Delaware State News/Dave Chambers

**An empty lot on North Street has also been designated for revitalization.**

medical office buildings at 655 W. North Street in Dover.

The DDD program, administered by the Delaware State Housing Authority, was created by legislation proposed by Gov. Markell and passed unanimously in May 2014 by the General Assembly.

In January 2015, Gov. Markell designated the downtown areas of Seaford, Dover and Wilmington as Delaware's first three Downtown Development Districts.

In the first funding round, announced last April, a \$5.6 million investment by the state leveraged \$114 million in private investment in all three counties.

Applicants who receive DDD grants are eligible for up to 20 percent of their construction costs in the form of a rebate. Grants are

awarded only when projects are complete.

"More Delawareans want to live and work in urban areas, so this kind of revitalization of our cities will drive future economic growth," Gov. Markell said. "We're seeing great progress."

MauTiste Investment Group, which is based in Coatesville, Pennsylvania, will receive \$96,411 to build three duplexes on Reed and South Kirkwood streets.

Michael Maupin, managing director of MauTiste Investment Group, said the project will help increase homeownership in downtown Dover.

"That's our mission," Mr. Maupin said. "We want to provide quality affordable housing opportunities for individuals and families within the communities within which they

work."

Mr. Maupin said Dover was the ideal destination after it was recommended to him by Dover's assistant city manager Kirby Hudson.

"Previously he was city manager in Coatesville, so we know each other from that," Mr. Maupin said.

"He knows that the type of work that we have done. He gave me a call and said this fits your development model and highlighted the grant funding."

Mr. Maulin said the increased effort to improve homeownership by the city is what attracted him to apply for the DDD grants.

"It's tough to receive funding for projects like these," Mr. Maulin said. "It makes it prohibitive to do, but in this case how it's being administered is what we thought was great, so we just went for it."

"After I spent time in Dover I was quite impressed with what I saw. Everyone in Dover was great and was willing to work with us. It has been quite a wonderful experience."

Mayor Christiansen agrees.

"I think it's a win-win for everyone," Mayor Christiansen said. "We're here to do business, which will help us moving forward. I hope the rest of the citizens are excited by our efforts as well."

*Staff writer Arshon Howard can be reached at 741-8230 or ahoward@newszap.com.*