

UPLIFT: Utilizing Progressive Lending  
Investments to Finance Transformation  
**Maryland Department of Housing and Community Development**  
Homeownership: Encouraging New Construction

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MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

# 2024 NCSHA Annual Awards Submission

ENTRY NAME:

**UPLIFT: Utilizing Progressive Lending Investments to  
Finance Transformation**

ENTRY CATEGORY:

**Homeownership: Encouraging New Construction**





Maryland Department of Housing and Community Development  
UPLIFT: Utilizing Progressive Lending Investments to Finance Transformation  
Category: Homeownership  
SubCategory: Encouraging New Construction

UPLIFT responds to two urgent Maryland priorities: closing the gap in household wealth across racial categories and flowing capital into historically disinvested, redlined neighborhoods.

UPLIFT does both by financing the construction of affordable single family, for-sale construction in clustered areas to elevate property values and thereby boost household wealth among homeowners in less well-off communities. Both new homebuyers and Legacy Homeowners will benefit, as UPLIFT will coordinate renovation funding to existing homeowners for Greenhouse Gas reducing and other improvements.

Maryland has committed to UPLIFT both statutorily and fiscally. Recently enacted Appraisal Gap legislation targets historically redlined neighborhoods for investment. The State has budgeted over \$60MM to stimulate those investments.

### UPLIFT's Theory of Change

Disinvested communities are trapped in chronic decay because low property values cannot collateralize the private investment they need to revive. Public subsidy fails to fill this gap both because there is not enough of it and because it is not typically invested with the primary aim of elevating property values.

UPLIFT's innovation is to refocus the public policy response from addressing the physical manifestation of disinvestment to directly transforming its cause by systematically removing the primary, self-reinforcing hurdle to a functioning real estate market, depressed values.

### UPLIFT's Distinctive Program Elements

UPLIFT concentrates investments using two lenses. First, it demarcates historically redlined communities. Second, within those communities, it delineates Project Area boundaries in which a sufficient proportion of vacant properties are transformed to achieve Critical Market Mass (CMM). Projects build on at least 70% of "negative" vacant parcels in the Project Area. Project sizes range from 8 to 25 units. To ensure construction takes place within a timeframe that sustains positive momentum, project applications must demonstrate site control over 70% of the proposed project sites.

UPLIFT is complemented by two other programmatic dimensions that are also central to its mission. UPLIFT deploys its Critical Repairs Special Loans and Single-Family Energy Programs to invest in at least 10 homes in each funded project area. These investments averaged approximately \$60,000 per house in UPLIFT's pilot phase. To mitigate the impact of any property tax increases, developers and community-based partners will also reach out to Legacy Homeowners to see that Legacy Homeowners are enrolled in Maryland's two programs shielding lower income households from excessive property tax burdens. Secondly, developers are required to engage local institutions to help new residents connect with one another and with existing residents. In doing so, they will create a stronger built environment and social one as well.

### **UPLIFT: Current Status**

In February 2024, UPLIFT transitioned from a pilot project in two Maryland communities to a fully-fledged initiative of the State. It has now completed pre-application meetings and opened its application portal to 13 projects comprising 212 units with a total development cost of approximately \$66.4MM. The projects have requested just over \$11MM in UPLIFT subsidy. The first of these projects have anticipated summer 2024 closing dates.

### **Johnston Square (City of Baltimore)**

The Department is partnering with ReBuild Metro (RBM), a community-based organization pursuing a comprehensive revitalization agenda encompassing multifamily and commercial properties, as well as public amenities. Under UPLIFT, 34 now former row homes will be rebuilt as for-sale housing. In addition, 34 deteriorated, occupied homes will be renovated. Because of UPLIFT's scale, the City has prioritized the acquisition of vacant properties, a perennial challenge in Baltimore neighborhoods.

New construction is advancing in two phases. In the first tranche of 17 buildings, the general contractor has structurally stabilized, cleaned out, and restored infrastructure connections to the city's utilities. Vertical construction is complete on 4 of these structures and two have been sold. The sales prices on these initial sales, approximately \$320,000 each, have substantiated the development strategy, demonstrating a substantial increase over previous sales in the vicinity. By starting at scale, the project created the momentum needed to boost property values. In the next phase, the construction staging will revert to a more traditional approach unifying interior demolition, stabilization, and infrastructure tie-ins with vertical construction.

### **Legacy Homeowners**

The Department has received 34 applications for rehabilitation assistance and approved 29. Work has been completed in 15 homes and is underway in another 14. The total value of these renovations is \$2.4MM or \$70M/DU. The success of UPLIFT's work with Legacy Homeowners underscores the importance of creating trust in communities to overcome traditional impediments to lower income homeowners taking advantage of the resources needed to make the repairs their aging homes need to be safe, decent, and energy efficient.

## Social Infrastructure and Comprehensive Community Improvement

RBM holds regular meetings with local leaders to tackle community issues and to identify future development priorities, including a sports field, affordable multifamily rental housing, and the conversion of vacant lots into parks.

## Results to Date: The Historic Pine Street (The City of Cambridge)

UPLIFT is at work in three domains:

### Blight Elimination/Infrastructure/Public Amenity Development

The City of Cambridge and the Department have executed a comprehensive plan developed by stakeholders by replacing obsolete water and sewer lines into the community. Several blighting properties have been removed. The historic Waugh cemetery has been re-fenced and bounded by a scenic walkway and a refurbished park. Finally, the City has also used State funds to reestablish and renew a neighborhood grocery store in the heart of Pine Street.

### New Construction

Currently, Habitat for Humanity - Choptank is undertaking the modular construction of 12 homes. These homes are currently in construction and will be completed and sold over the next two quarters. Buyers for several of the units have been identified.

UPLIFT will finance an additional ~10 sites for which a development team was selected under a RFP, Home Partnership, Inc. (HPI). The building permit for the first four has been issued and construction is scheduled to begin by 5/15/24.

### Legacy Homeowners

As in Johnston Sq., outreach efforts to Legacy Homeowners have been led by the State and its local partner Habitat for Humanity - Choptank and twelve Legacy Homeowners have indicated an intention to apply for assistance renovating their homes. Of these, five have been approved for a total of \$318M or approximately \$60,000 per home. Construction has begun on the first of these and will begin shortly on the others.

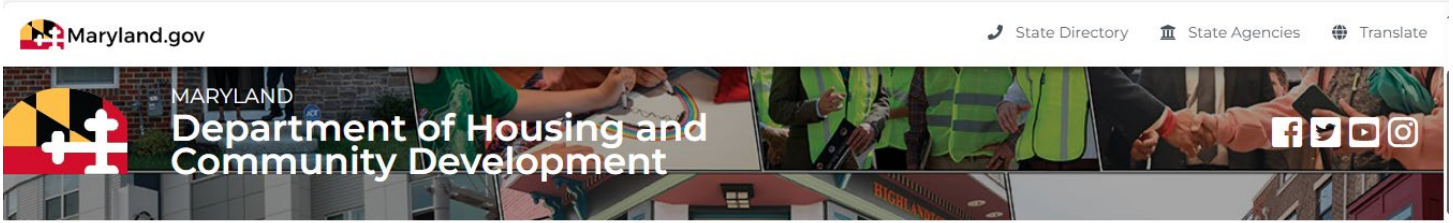
## Summary

UPLIFT addresses a centuries old American problem with new ideas, energy, and resources. It enables local residents to fulfill plans they have created and to build household assets that racism has denied them by harnessing what we understand about real estate markets and community revitalization. It will offer an example to build upon and inspire.

## Attachments

1. UPLIFT Website: [Link](#)
2. UPLIFT Guide: [Specific Guide Link](#)
3. UPLIFT Map: [Link to UPLIFT Map](#)
4. Design and Construction Standards: [Link to UPLIFT Design and Construction Criteria](#)
5. JS Interior and Exterior Before and After Images
6. Douglas Street Building Plans and Elevations
7. UPLIFT Flow of Funds Schematic
8. Sales Triangle Schematic

UPLIFT Website | [Website Link](#)



## UPLIFT (Utilizing Progressive Lending Investments to Finance Transformation)



UPLIFT Guide | [Guide Link](#)

MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT




**UPLIFT**  
**(Utilizing Progressive Lending  
Investments to Finance  
Transformation)  
Program Guide**

**As of March 5, 2024**

Maryland Department of Housing and Community Development  
Community Development Administration  
7800 Harkins Road  
Lanham, Maryland 20706  
(301) 429-7854 Phone  
(800) 543-4505 Toll Free (800)  
735-2258 TTY  
[www.dhcd.maryland.gov](http://www.dhcd.maryland.gov)

Wes Moore, Governor  
Aruna Miller, Lt. Governor  
Jacob R. Day, Secretary  
Julia Glanz, Deputy Secretary

UPLIFT Map | [Map Link](#)



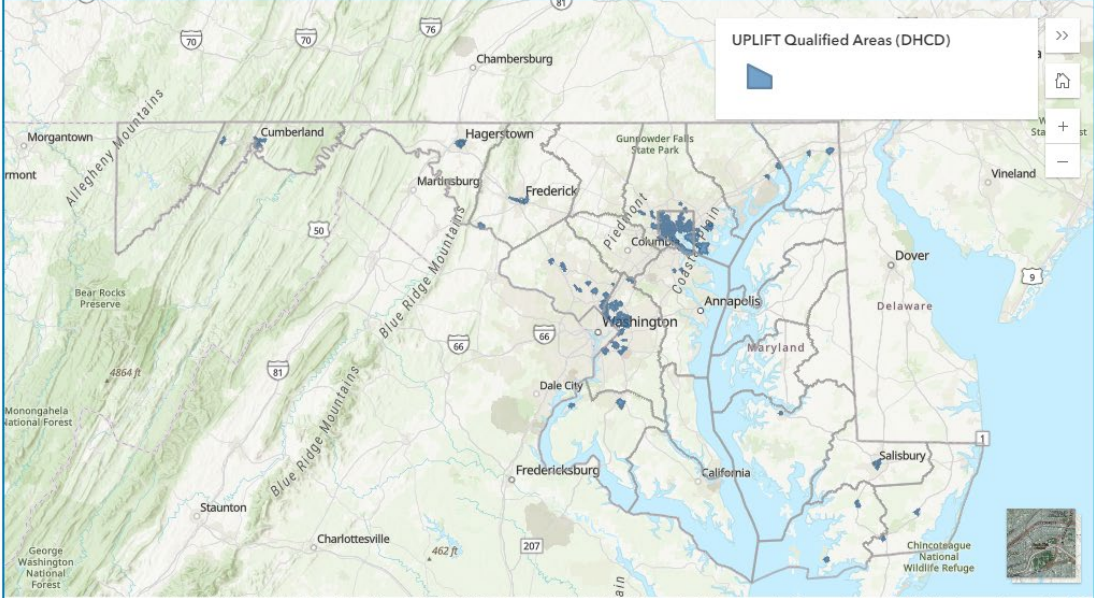
### UPLIFT Qualified Areas

Search by an Address

Search to learn more about a location and its surrounding area.  
Use one of the following search methods:

- Click the search box and type in an address or choose **Use current location**
- Click within the map

Results will include information about features of interest.



UPLIFT Qualified Areas (DHCD)

Esri, USGS | Fairfax County, VA, MNCPPC, VGIN, Esri, TomTom, Garmin, FAO, NOAA, USGS, EPA, NPS, USEWS | Maryland Department of Transportation, MDOT, Maryla... Powered by Esri

Design and Construction Standards | [Design and Construction Criteria Link](#)



## UPLIFT (Utilizing Progressive Lending Investments to Finance Transformation) Design and Construction Standards

### Context

Affordable housing financed under the Maryland Department of Housing and Community Development (DHCD) Community Development Administration's (CDA) UPLIFT Program involves the use of public resources and therefore requires adherence to standards of safety, accountability, quality, cost-effectiveness, and the execution of all associated project requirements. The following illustrates at a general level the standards that UPLIFT projects will be required to meet for project administration, design, construction, maintenance, marketing, and aesthetics and will guide the Department's evaluation of the specific elements of any project.

Most of the following will be regarded as minimal or threshold requirements. In some programs however additional evaluation points are given to encourage quality, performance, or durability above even these very high standards. There is therefore also a section identifying what the hurdle levels are for a project to receive points.

UPLIFT Design and Construction Standards - March 2024

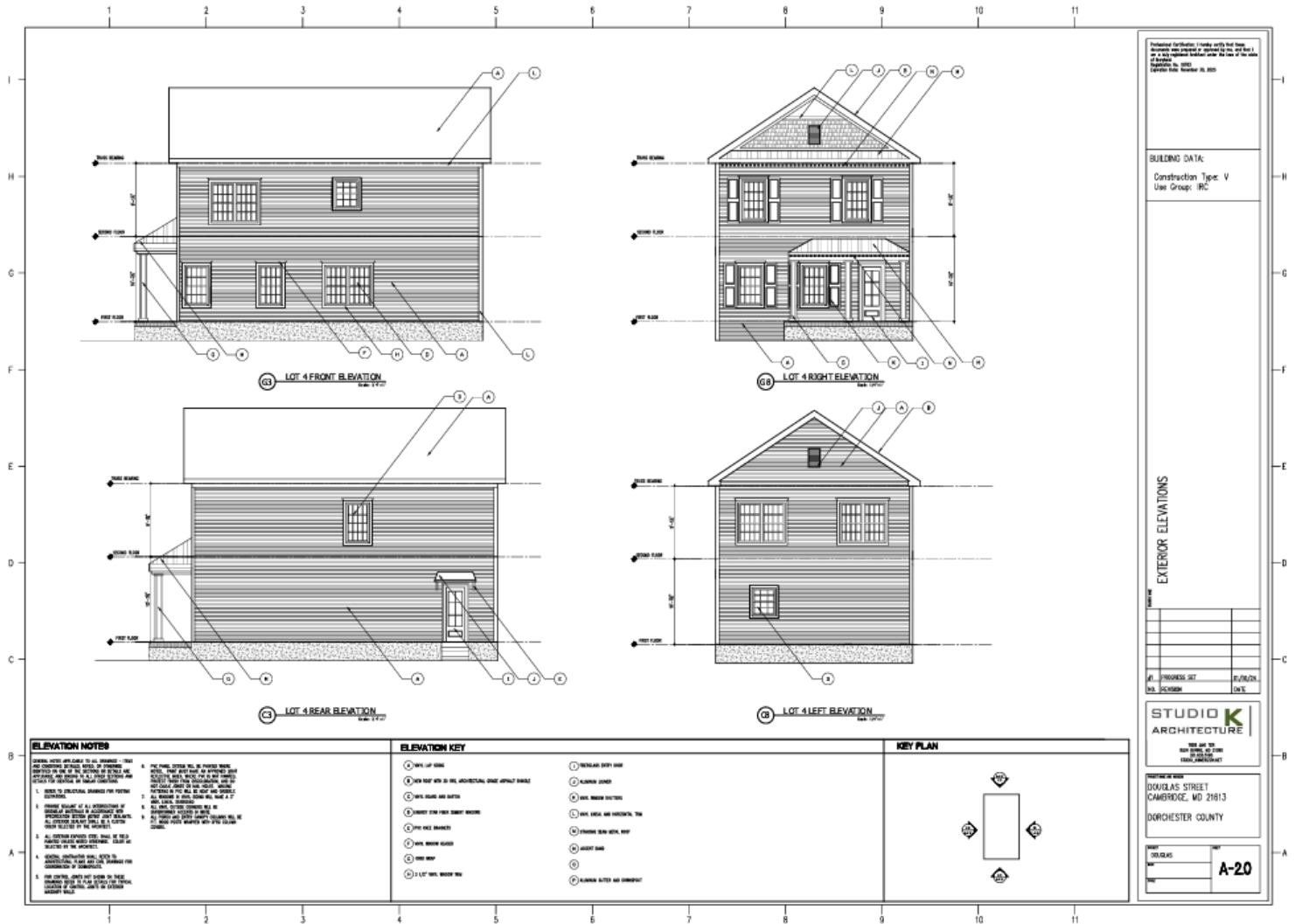
1 of 6

JS Interior and Exterior Before and After Pictures | 400 East Biddle Street, Baltimore, MD





Pine Street Floor Plans and Elevations | Exterior Elevations



Professional Architecture / ready with best team  
 drawings and specifications for use of the  
 drawings. 100%  
 September 16, 2020

**BUILDING DATA:**  
 Construction Type: V  
 Use Group: IRC

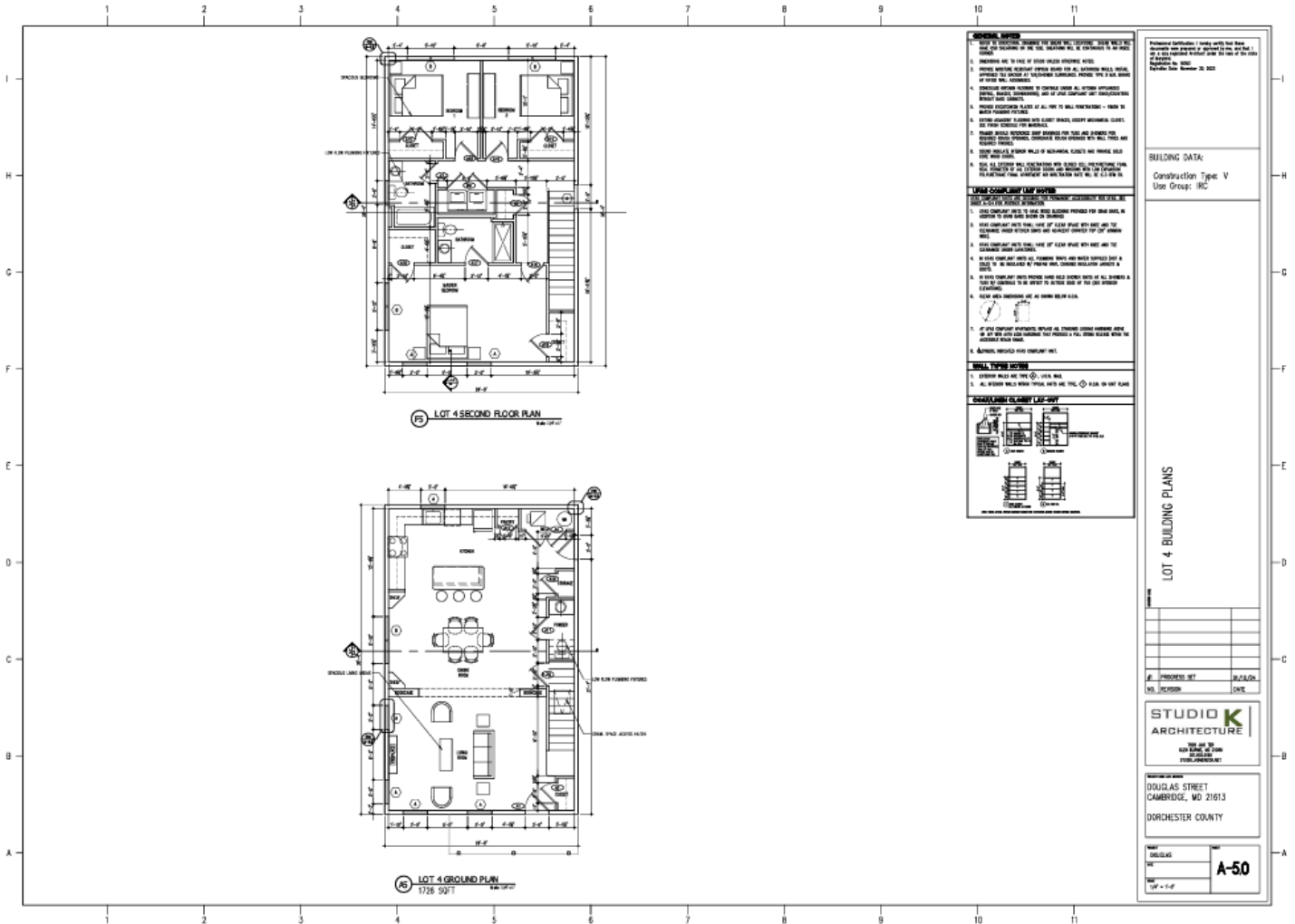
EXTERIOR ELEVATIONS

NO.	DESCRIPTION	DATE

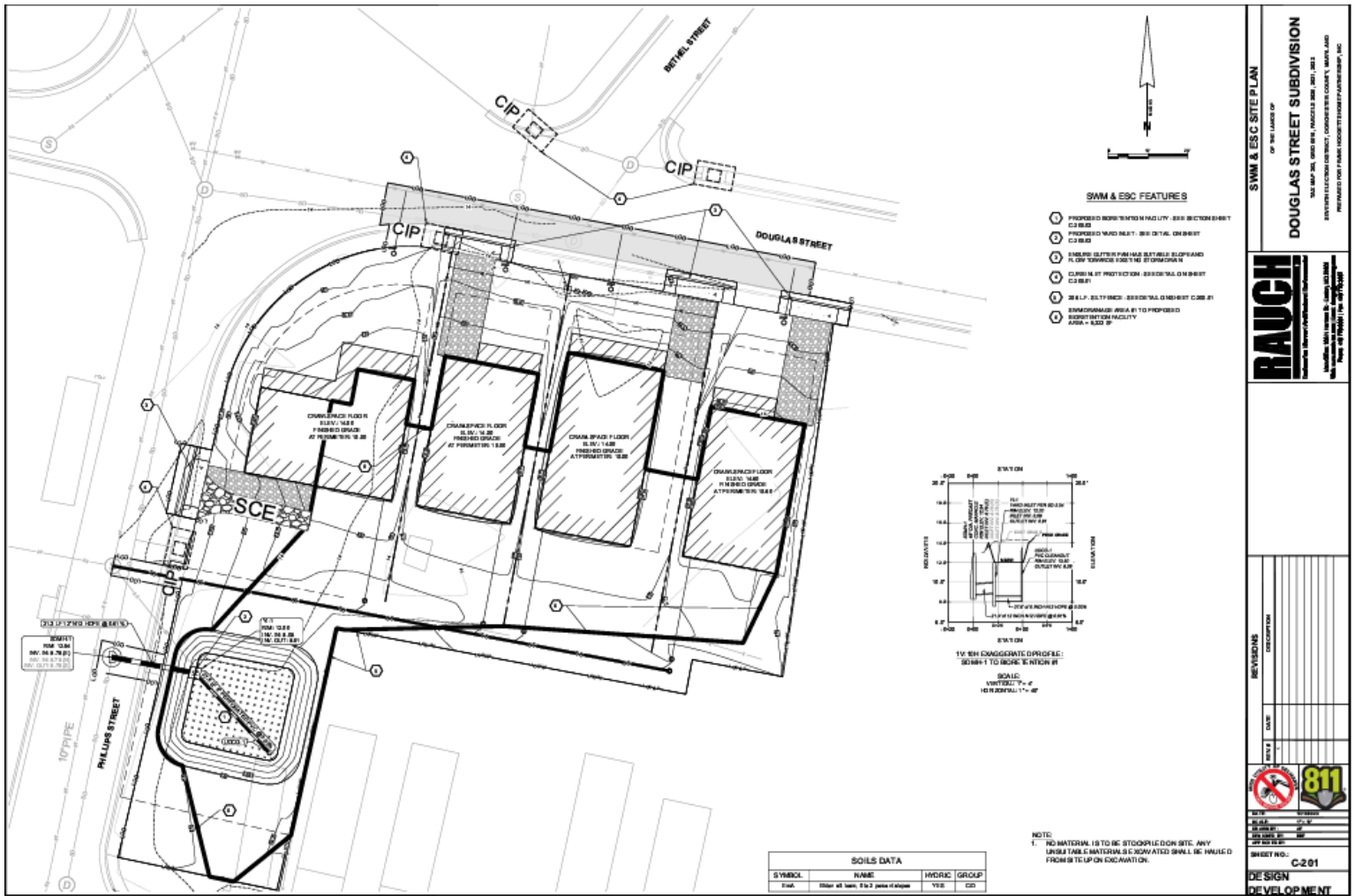
STUDIO K ARCHITECTURE  
 1000 W. 10TH ST.  
 CAMBRIDGE, MD 21613  
 410.326.4444

PROJECT NO: 2019-001  
 SHEET NO: A-20

Douglas Street Floor Plans and Elevations | Lot and Building Plans



Pine Street Floor Plans and Elevations | Douglas Street Subdivision



**SWM & ESC SITE PLAN**  
 OF THE LOTS OF  
**DOUGLAS STREET SUBDIVISION**  
 100 W. PINE STREET, ANNAPOLIS, MD 21401  
 ENVIRONMENTAL DESIGN CONSULTANTS, MARYLAND  
 PROJECT NO. 18-0001-0001-0001-0001

**ROUGH**  
 PRELIMINARY  
 NOT TO BE USED FOR CONSTRUCTION

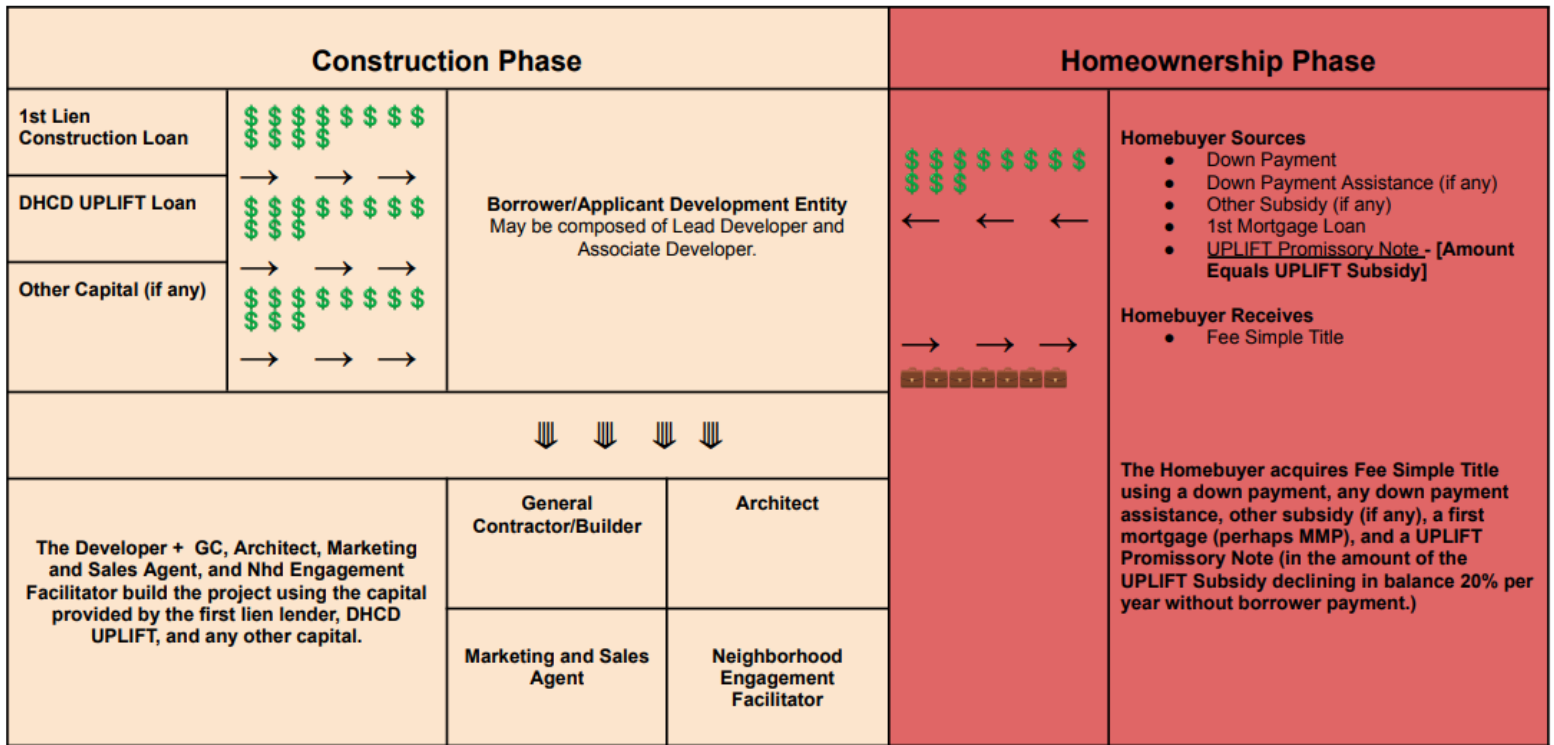
NO.	DATE	REVISIONS

DESIGN DEVELOPMENT  
 SHEET NO.: C-201

SYMBOL	NAME	HYDRIC	GROUP

NOTE:  
 1. NO MATERIAL IS TO BE STOCKPILED ON SITE. ANY  
 UNSTABLE MATERIALS CONTAINED SHALL BE HAULAWAY  
 FROM THE SITE UPON EXCAVATION.

### UPLIFT Flow of Funds Schematic



### Sales Triangle Schematic (Attached)

