

On Tour with Virginia's Congressional Representatives

Virginia Housing Development Authority
Legislative Advocacy: Federal Advocacy

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Award Submission

ENTRY NAME:

**On Tour with Virginia's
Congressional Representatives**

ENTRY CATEGORY:

**Legislative Advocacy
Federal Advocacy**

Virginia Housing Development Authority On Tour with Virginia's Congressional Representatives

“Our tour of the developments today highlights the need to make continued investments in affordable housing. We know that quality housing helps to improve lives and strengthen communities. VHDA is an invaluable partner in ensuring every Virginian has access to quality, affordable housing.”

*Congressman Bobby Scott
Virginia's 3rd Congressional District*

Advance the overall mission of the agency

When tax-exempt bonds, and their accompanying 4% tax credits, were at risk of being eliminated in the tax reform package passed at the end of 2017, VHDA realized that the possible impacts would be catastrophic to our programs.

To help offset similar situations in the future, VHDA began studying ways in which we could ensure that our Congressional delegation understood the importance of federal housing programs in their districts, and at the same time recognize what VHDA is doing to support those programs.

As a result of our discussions, VHDA created the **Congressional Affordable Housing Bus Tour** to show members of Congress and local elected officials in person the importance of federal housing programs in their areas and how we leverage them against VHDA's resources.

The key benefit of this tour is that we had a member of Congress as a captive audience in the front seat of a bus for two hours – there's no better way of advocating for these federal housing programs than by showing legislators how they are helping communities in their districts.

To date, VHDA has completed two bus tours. The first one was held in August 2018 in the Hampton Roads area of Virginia with Congressman Bobby Scott, the senior Democrat in Virginia's congressional delegation (3rd Congressional District). The second one was held in April 2019 in the Fredericksburg area with Congressman Rob Wittman (1st Congressional District). VHDA plans on hosting bus tours in all 11 Congressional districts in Virginia, with the third one planned for August 2019.

In addition to federal officials, VHDA reached out to include other key elected officials. State General Assembly members in the district (both House and Senate) as well as local mayors, attended along with public housing authority officials, nonprofits, developers, and government agencies.

Each tour was hosted by VHDA Executive Director Susan Dewey, who provided narration about the benefits of federal and VHDA programs, as well as descriptions of the properties visited. Each tour lasted two hours to be respectful of everyone's time, and box lunches were provided at the end of the event (which provided additional networking opportunities as well as press coverage).

Are innovative

VHDA believes the Congressional Affordable Housing Bus Tour is unique since we have not heard of similar events conducted by other HFAs. Due to the potential loss of private activity bonds and the associated tax credits, VHDA believed it was urgent to create an innovative method of advocating for the benefits of federal housing programs, and show how VHDA used its own resources to leverage those programs. As a result, the bus tour was created and has

Virginia Housing Development Authority On Tour with Virginia's Congressional Representatives

been very successful (see attached survey results). In addition, VHDA traditionally hosts a hospitality suite for members of Congress and their aides during NCSHA's LegCon event to provide education on VHDA's usage of federal programs in their respective Congressional districts.

Are replicable

The bus tour can be easily replicated by other HFAs. First, the cost of renting a bus and providing box lunches is low compared to the benefit. Second, planning is relatively easy – creating a guest list, choosing the properties to be visited, determining the types of financing on each property, working with property managers to write property descriptions, and deciding which properties you would like to stop at for a closer look and to possibly visit a unit and meet with residents.

Demonstrate coalition building

The bus tour demonstrates coalition building by bringing federal, state, and local officials – as well as VHDA Board members, nonprofits, developers and other partners – together to see the benefits of federal and VHDA programs in their area. In addition, Secretary of Commerce & Trade Brian Ball has attended both tours to date. The tours were valuable as they helped him better understand how federal and VHDA programs support affordable housing in Virginia, which he could then relay to our new Governor and his administration.

Both tours offered several opportunities to get off the bus to see properties up close and visit with residents. Our partners also appreciated the opportunity to have a number of elected officials see their properties and programs, which also gave them an opportunity to network and discuss topics of interest.

Forge effective relationships with state and/or federal legislators

The entire bus tour was designed to build and strengthen relationships between elected officials and VHDA, as well as developers and their communities. It allows members of Congress to see how we are making his or her community better by providing and supporting affordable housing.

In addition, we have invited both U.S. Senators' offices (Sen. Mark Warner and Sen. Tim Kaine) on the tours, because they represent the entire state. We decided this was a better option than doing a specific tour for them, and Senator Kaine sent three of his staff members to go on the second tour in Fredericksburg. Sen. Kaine's staff was so impressed, they discussed having targeted tours for him.

Achieve strategic objectives

All HFAs share the same goal of building public will for affordable housing. By informing legislators of the importance of federal housing programs in their districts – and thereby helping to pre-empt hostile legislation – the bus tour not only supports this shared goal, but also directly supports VHDA's Strategic Plan (Goal #1), Addressing State Housing Needs and Preserving and Strengthening the Housing Delivery Network. This supports our efforts to work with partners on invitations for elected officials for ribbon-cuttings and other property-specific events.

Anticipate, identify, and prioritize legislative issues

The purpose of the bus tour was to make sure that our members of Congress understood how important the tax-exempt bonds and the tax credits were, so if there was any pending legislation similar to the reform package in 2017, they would be well-positioned to vote against bills that would threaten these resources. We provided information on all programs.

Virginia Housing Development Authority On Tour with Virginia's Congressional Representatives

Reach target audiences

The tour effectively reached our target audience of federal legislators and local officials, allowing us to explain the benefits of federal and VHDA programs to them in person for two hours. Our audience also included our other partners, including nonprofits, developers, and local housing officials. Also, a survey was conducted after the tour (attached), which gave us very good results, with attendees strongly agreeing that a.) the tour improved their understanding of VHDA's usage of federal programs to bring affordable housing to Virginia, b.) VHDA staff were very helpful in answering their questions, and c.) they would recommend this tour to others.

One example of the feedback was a quote on the survey: *"It was such a great tour that I wasn't ready for it to end! Thank you so much for putting this together."* We followed up by sending thank you notes and pictures to all participants.

Employ analytical skills to anticipate and identify the potential ramifications of issues

VHDA provided a number of documents to support the bus tours from an analytical point of view. For example, *Background Information on Congressional District 1* (attached) provided demographic and housing trends for the three distinct subareas of Congressman Wittman's district, with an emphasis on the I-95 Outer Northern Virginia subarea, which was the location of the bus tour. Information from this document was useful in explaining the area's trends to bus tour participants. VHDA also produced the document *Impact of VHDA's Programs in Fredericksburg*, (attached) which summarized some of the ways that VHDA addresses housing challenges in the Fredericksburg region. These include:

- VHDA Homeownership initiatives, including two new programs – the Down Payment Assistance grant (DPA) the Mortgage Credit Certificate (MCC),
- VHDA Rental initiatives, including providing rental financing, interest rate subsidies, and/or tax credits in the region, and
- VHDA Community Outreach initiatives, including housing grants made in the area totaling almost \$500,000 for community impact and planning, as well as for homeownership education classes held throughout the area.

In addition, a *VHDA Affordable Housing Bus Tour Map* (attached) was produced, showing participants the route of the tour, the names of the properties to be visited, and the financing structure of each property. We also provided general information about VHDA.

Provide benefits that outweigh costs

In our view, the benefits of the bus tour greatly outweighed the costs by allowing us to speak about affordable housing issues directly with federal legislators and our partners. The goodwill generated with elected officials and housing partners was immeasurable. As mentioned, costs were very low, primarily for renting a bus and providing box lunches.

Demonstrate effective use of resources

Part of VHDA's overall mission is to advocate for affordable housing and show how we leverage our resources and effectively use federal resources to produce affordable housing. The Congressional Affordable Housing Bus Tour allows participants, including members of Congress and staff from a U.S. Senators office, to see the big picture of how federal housing programs positively impact Virginia localities. We feel the bus tour is an extremely effective use of resources, and look forward to taking the tour to the nine remaining Congressional districts in Virginia.

Affordable Housing Bus Tour

1st Congressional District Fredericksburg



Welcome

Welcome to the 1st Congressional District Affordable Housing Bus Tour!

Affordable housing is a policy priority with far-reaching economic and social consequences. In communities all over Virginia, we've seen the difference that quality, affordable housing can make. More than a quality-of-life issue, housing impacts everything from local school systems to

our state's business climate. It's the cornerstone of a strong economy. We all benefit when our citizens have safe, decent and affordable housing.

Today, we will see eight properties that illustrate how VHDA utilizes federal programs in addition to our own resources to support affordable housing in Fredericksburg and throughout the Commonwealth.

We're glad you've joined us and hope you find today's tour useful and informative.

Our Mission

When homes are affordable and accessible to jobs, good schools and transportation, everyone benefits. Individual lives are improved and communities as a whole grow stronger. VHDA was created in 1972 by the General Assembly to help Virginians attain quality, affordable housing. We carry out this mission by working in public-private partnerships with local governments, community service organizations, lenders, Realtors, developers and many others. We provide mortgages for first-time homebuyers, as well as financing for apartment communities and neighborhood revitalization efforts. We offer free homebuyer classes, support housing counseling, and help people with disabilities and the elderly make their homes more livable. We also administer the federal Housing Choice Voucher and Housing Credit programs in Virginia. VHDA is self-supporting and receives no state taxpayer dollars to fund our programs. Instead, we raise money in the capital markets, and we contribute a significant portion of our net revenues each year to help meet Virginia's most difficult housing needs.

April 15, 2019

Today's Tour

Welcome by Susan Dewey

Overlook Terrace

Rappahannock Landing

Mill Park Terrace

Progress Street Center

Wicklow Square

Weston Circle

Valor

Valor West (COMING SOON)

Lunch



Virginia's Housing Partnership

Overlook Terrace

4540 Lookout Lane, Fredericksburg



Households Served:	General Residential
Housing Program:	VHDA Financed / Tax Credits / HOME / VHDA REACH Funds
Income Limits*:	100% @ 50% of AMI (AFS)
Average Income:	\$36,705
Owner/Management Agent:	Community Housing Partners
Apartment Mix:	12 – 1BR 36 – 2BR 24 – 3BR
Occupancy Level:	96%
Year Built/Rehabbed	2015

Rappahannock Landing

102 Landing Drive, Fredericksburg



Households Served:	Single Family
Housing Program:	First-time Homebuyer Program
Income Limits*:	Standard VHDA Limits
Builders:	Ryan Homes / Lennar
Townhomes :	324 Units - 276 to build
Year Built/Rehabbed	Built between 2012 and Present



Mill Park Terrace

2216 Caroline Street, Fredericksburg

Households Served:	Elderly
Housing Program:	VHDA Financed / Tax Credits / Project Based Section 8/ Private Activity Bonds
Income Limits*:	100% @ 60% of AMI (AFS)
Average Income:	\$13,772
Owner/Management Agent:	Fredericksburg Housing Assoc.
Apartment Mix:	129 – 1BR
Occupancy Level:	99%
Year Built/Rehabbed	1979/2003

*Income limits listed are most restrictive

Progress Street Center

407 Progress Street, Fredericksburg



Households Served:	Supportive Housing
Housing Program:	VHDA Financed / Private Activity Bonds / Virginia Housing Trust Fund
Income Limits*:	100% @ 150% of AMI
Owner/Management Agent:	Rappahannock Goodwill/ Disability Resource
Apartment Mix:	4 - 1BR 2 - 2BR - 6 Units
Occupancy Level:	100%
Year Built/Rehabbed	1998

Wicklows Square

1097 Wicklow Drive, Fredericksburg



Households Served:	General Residential
Housing Program:	VHDA Financed / Tax Credits / Private Activity Bonds / VHDA REACH Funds
Income Limits*:	100% @ 60% of AMI (AFS)
Average Income:	\$38,783
Owner/Management Agent:	Wicklows Apartments/Habitat America
Apartment Mix:	12 - 1BR 72 - 2BR 12 - 3BR - 96 Units
Occupancy Level:	96%
Year Built/Rehabbed	1970/2015

Weston Circle

100 Weston Lane, Fredericksburg

Households Served:	General Residential
Housing Program:	VHDA Financed / Tax Credits / VHDA REACH Funds
Income Limits*:	100 @60% of AMI (AFS)
Average Income:	\$36,167
Owner/Management Agent:	Weston Apartments/Habitat America
Apartment Mix:	18 - 1BR 102 - 2BR 30 - 3BR
Occupancy Level:	96%
Year Built/Rehabbed	2003



Valor

1150 Noble Way, Fredericksburg

Households Served:	General Residential
Housing Program:	VHDA Financed / Tax Credits / Private Activity Bonds / VHDA REACH Funds
Income Limits*:	100 @ 60% of AMI (AFS)
Average Income:	\$44,299
Owner/Management Agent:	Hamptons at Noble / Nusbaum
Apartment Mix:	16 – 1BR 72 – 2BR 40 – 3BR
Occupancy Level:	99%
Year Built/Rehabbed	2017



Valor West COMING SOON

44 Biscoe Lane, Fredericksburg



Households Served:	General Residential
Housing Program:	VHDA Financed / Tax Credits / Private Activity Bonds / VHDA REACH Funds
Income Limits*:	100 @ 60% of AMI (AFS)
Average Income:	Under Construction
Owner/Management Agent:	Valor Phase II / Nusbaum
Apartment Mix :	18 – 1BR 72 – 2BR 30 – 3BR
Occupancy Level:	Under Construction
Year Built/Rehabbed	Under Construction

AMI – Area median income
AFS – Adjusted for Family size

*Income limits listed are most restrictive

Resources Supporting Affordable Housing

Federal housing programs, in addition to VHDA's own resources, are critical to providing quality, affordable housing to people living in Virginia.

Federal Resources

- **Federal Housing Tax Credits** - Also known as Low-Income Housing Tax Credits (LIHTC), the Federal Housing Credits program is sponsored by the U.S. Treasury Department and administered in Virginia by VHDA. This program is generally recognized as the single most effective incentive for rehabilitating existing or constructing new, affordable multifamily housing. It does so by providing owners with federal income tax credits, which are then sold to provide the capital needed to make developments financially feasible and affordable.

VHDA accepts applications for the competitive credits once a year, and applications are ranked according to scoring criteria outlined in our Qualified Allocation Plan, or QAP. Developments are ranked according to their scores in the pools used to subdivide the available credits.

The tax credit program is celebrating 33 years in 2019, and continues to work well in Virginia. In fact, since its inception in 1986, we've seen more than 1,000 tax credit developments developed across the state – both rehabs and new construction. These developments have provided approximately 95,000 quality, affordable rental units for working Virginians at an income of 60% or below.

- **Housing Choice Voucher Program (HCVP)** - The Housing Choice Voucher Program is the federal government's major program for assisting very low-income families, the elderly, and the disabled to afford decent and safe housing in the private market. VHDA is one of 42 housing agencies or authorities across the state that administers the program, which provides all or a portion of their rental payments to landlords. VHDA administers vouchers in certain areas of the state that don't have a local housing authority or housing agency, primarily in the suburbs and rural areas of Virginia. VHDA administers approximately 9,600 vouchers statewide. The balance of the state's total 51,000 vouchers is administered directly by other local housing agencies.
- **Private Activity Bonds (PABs)** - Private Activity Bonds are a type of municipal bond issued by governmental entities to encourage private sector investment in projects serving certain public purposes, such as affordable housing. In fact, two of the primary permitted uses of PAB proceeds are mortgage loans financing first-time home purchase, and mortgage loans financing residential rental property, subject to certain income limits (40% @ 60% AMI or 20% @ 50% AMI). Virginia's 2019 PAB limit is \$894 million (\$105 per capita). From that, housing was allocated \$510 million (57%), with VHDA receiving \$385 million of that amount (43%), and local housing authorities receiving the remaining \$125 million (14%). Additionally, PAB allocation can be converted into mortgage credit certificates (MCCs) to provide an ongoing tax benefit to certain first-time homebuyers.

Resources Supporting Affordable Housing

Other Key Government Funding

- **Housing Assistance Payments (HAP)** - The HAP program provides contracts between a public housing authority (PHA) and the owner of a unit occupied by a housing choice voucher program participant. Under the HAP contract, the PHA agrees to make housing assistance payments to the owner on behalf of a specific family leasing a specific unit. The PHA uses its payment standard schedule to calculate the monthly HAP payment to the owner.
- **HOME Investments Partnerships Program (HOME)** - Often, in addition to applying for VHDA loans, nonprofit and for-profit housing developers will also apply for federal HOME funds to help build affordable housing. In Virginia, the Department of Housing and Community Development, our sister agency, runs the HOME program in Virginia. The HOME program provides formula grants to states and localities that communities use — often in partnership with local nonprofit groups — to fund a wide range of activities including:
 - Building, buying, and/or rehabilitating affordable housing for rent or homeownership
 - Providing direct rental assistance to low-income families

HOME is the largest federal block grant to state and local governments designed exclusively to create affordable housing for low-income households.

HOME funds are awarded annually as formula grants to participating jurisdictions. The program's flexibility allows states and local governments to use HOME funds for grants, direct loans, loan guarantees or other forms of credit enhancements, or rental assistance or security deposits.

- **Federal Housing Trust Fund** - The Federal Housing Trust Fund is a unique federal program authorized by the Housing and Economic Recovery Act of 2008 (HERA) to increase and preserve the supply of housing for people with the lowest incomes, including families experiencing homelessness. HTF is not subject to appropriations; instead, HERA requires Fannie Mae and Freddie Mac (the GSEs) to transfer a modest percentage of their new business to finance the Housing Trust Fund.
- **Virginia Housing Trust Fund** - Established in 2013, and administered by the Department of Housing and Community Development (DHCD), the Virginia Housing Trust Fund (VHTF) provides low-interest loans to meet the financing needs of housing projects, including affordable rental and homeownership, that address key state and local housing policy priorities. Up to 20 percent of the VHTF may be used to provide grants for targeted efforts to reduce homelessness.
- **Local Funding** - A limited number of localities provide funding support for affordable housing.

VHDA Resources

- **Resources Enabling Affordable Community Housing in Virginia (REACH Virginia)** - Loan programs and services for VHDA's targeted audiences, including low-income households, minorities, seniors, people with disabilities, the homeless, communities in need of revitalization, and high growth regions of the state where affordable housing is scarce.



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Bus Tour Highlights Impact of VHDA and Federal Programs on Affordable Housing

Public Officials Tour Properties and Speak with Residents

PORTSMOUTH, Va. – Public officials, including U.S. Representative Bobby Scott, took a guided tour today of affordable housing properties in Chesapeake and Portsmouth to learn how the Virginia Housing Development Authority utilizes federal programs, such as the Low-Income Housing Tax Credit Program, to support affordable housing initiatives in the 3rd Congressional District.

Other members of the tour included Delegate Kelly K. Convirs-Fowler, 21st District, and John L. Rowe Jr., Mayor of Portsmouth.

“Our tour of the developments today highlights the need to make continued investments in affordable housing,” said Congressman Scott. “We know that quality housing helps to improve lives and strengthen communities. VHDA is an invaluable partner in ensuring every Virginian has access to quality, affordable housing.”

“We were pleased to show Congressman Scott and other elected officials the true impact that federal housing programs administered by VHDA have in the communities where Virginians live and work,” added Susan Dewey, Executive Director of VHDA. “As we saw today, these federal programs – combined with VHDA resources – have proven to be very successful in providing affordable housing for our citizens.”

As Virginia’s housing finance agency, VHDA issues both taxable and tax exempt bonds to finance safe, decent affordable housing, and provides internally generated loan funds to subsidize the interest rate for certain housing priorities. Additionally, VHDA is the state’s allocating agency for the Low Income Housing Tax Credit program, recognized as the

(MORE)

single most effective incentive for rehabilitating existing or constructing new, affordable multifamily housing. VHDA is also one of 42 housing agencies across the state that administers the federal Housing Choice Voucher program.

During the tour, the group visited seven affordable properties, including Arbor Glen Apartments, Campostella Commons, Crossroads Townhomes, Thrive Apartment Homes, and Victory Village Apartments in Chesapeake; and Dale Homes and South Bay Apartments in Portsmouth. Stops were made at three of the developments to allow participants to tour the properties and speak with residents.

About VHDA

When homes are affordable and accessible to jobs, good schools and transportation, everyone benefits. Individual lives are improved and communities as a whole grow stronger. VHDA was created in 1972 by the General Assembly to help Virginians attain quality, affordable housing. We carry out this mission by working in public-private partnerships with local governments, community service organizations, lenders, Realtors, developers and many others. We provide mortgages for first-time homebuyers, as well as financing for apartment communities and neighborhood revitalization efforts. We offer free homebuyer classes, support housing counseling, and help people with disabilities and the elderly make their homes more livable. We also administer the federal Housing Choice Voucher and Housing Credit programs in Virginia. VHDA is self-supporting and receives no state taxpayer dollars to fund our programs. Instead, we raise money in the capital markets, and we contribute a significant portion of our net revenues each year to help meet Virginia's most difficult housing needs.

###

MEDIA ADVISORY

VHDA AFFORDABLE HOUSING BUS TOUR OF THE 1st CONGRESSIONAL DISTRICT

Public Officials to Learn How VHDA Helps Provide Quality, Affordable Housing

- What:** The Virginia Housing Development Authority is hosting an affordable housing bus tour in the 1st Congressional District for public officials. During the tour, eight affordable housing properties will be visited in the Fredericksburg area:
- Overlook Terrace Apartments,
 - Rappahannock Landing, Stafford County (SF homes),
 - Mill Park Terrace Apartments,
 - Progress Street Center and the Disability Resource Center,
 - Wicklow Square Apartments,
 - Weston Circle Apartments,
 - Valor Apartment Homes, and
 - Valor West Apartment Homes
- Who:** Among others, attendees will include:
- Congressman Rob Wittman
 - Senator Bryce Reeves
 - Secretary of Commerce & Trade Brian Ball
 - Deputy Secretary of Commerce & Trade Angela Navarro
 - Fredericksburg Mayor Mary Katherine Greenlaw
 - VHDA Commissioner Tom Gibson
 - VHDA Executive Director Susan F. Dewey
 - Central Virginia Housing Coalition Executive Director Dee Smith
- When:** Noon, Monday, April 15, 2019
- Where:** Overlook Terrace Apartments
4540 Lookout Lane
Fredericksburg, VA 22408
- Why:** Public officials will be taking a guided tour of affordable housing properties in the Fredericksburg area to learn how VHDA utilizes federal programs, such as the Low-Income Housing Tax Credit Program, along with its own resources to support affordable housing in local communities.

At the end of the tour, Congressman Rob Wittman and VHDA Executive Director Susan Dewey will be available to speak with the media at Overlook Terrace Apartments at noon.

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Impact of VHDA's Programs in Fredericksburg

Homeownership:

- In spring of 2015, VHDA introduced 2 new programs – the Down Payment Assistance grant and the Mortgage Credit Certificate.
- Since the announcement of these 2 new programs, VHDA has funded 1745 loans for over \$421M; issued 974 MCCs and provided a DPA grant to 866 borrowers for over \$5.2M to residents in **the Fredericksburg region** (City of Fredericksburg, Spotsylvania Co. and Stafford Co.).

Homeownership Outreach:

- VHDA Homeownership has regional Business Development Officers who provide education and information about VHDA's program and services to local Realtors and Lenders.
- Education is provided through in-person trainings, Lunch-N-Learns and monthly webinars.
- We also ensure that Homeownership has a presence at all local trade shows and Homebuyer Fairs.
- Since July 1st, VHDA Homeownership has trained over 200 real estate professionals in **the Fredericksburg region** (City of Fredericksburg, Spotsylvania Co., and Stafford Co.)

Rental:

- VHDA has provided rental financing and/or tax credits totaling \$322.9 million for 7,156 units in 78 developments in **the Fredericksburg region** (City of Fredericksburg, Spotsylvania Co. and Stafford Co.).

Community Outreach:

Grant Activity

Central Virginia Housing Coalition	Housing Counseling Grants (FY15-19)	\$200,000.00
	Capacity Building Grant (FY14 & FY18)	\$72,000.00
George Washington Regional Commission	AmeriCorp Vista Grants (FY15,16,17)	\$45,000.00
Housing Opportunities Made Economical, Inc.	Capacity Building Grant (FY13)	\$60,000.00
Greater Fredericksburg Habitat for Humanity	Golf Charity Classic / Volunteer Build (FY18)	\$15,000.00
	Capacity Building (FY16)	\$19,000.00
Disability Resource Center of the Rappahannock Area	Accessibility Agent for 13 Granting Freedom 1 Rental Unit Accessibility Modification grants (value of grants and agent fee)	\$75,200.00
	Total	\$486,200.00

Housing Education

Approximately 420 individuals have received Homebuyer Education since 7/1/2018 from the following localities: **Stafford, King George, Spotsylvania, Caroline, Fredericksburg** (Statewide since 7/1/2018, VHDA has educated 11,474 participants)

HCVP – Central Virginia Housing Coalition

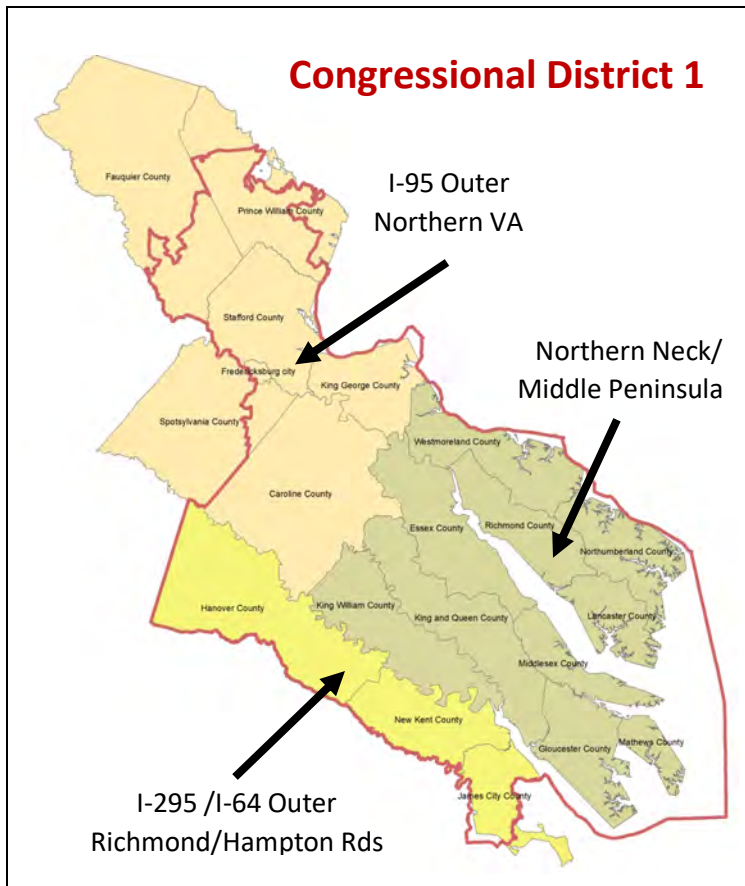
- The HCV program partners with CVHC to service **Caroline County, Fauquier County, Fredericksburg City, King George County, Spotsylvania County, and Stafford County**
- 1,356 regular vouchers are currently leased by families. They are allocated 1,160 so they are over-leased – meaning that we have given them extra vouchers to serve their needs.
- 10 of the 13 allocated DOJ vouchers are utilized
- 41 of the 46 allocated VASH vouchers are utilized

- 43 vouchers are being utilized by the Community Service Board – serves elderly and disabled families
- There is 1 homeownership voucher in this program

Strategic Housing

- Presentation to GW Regional Commission Board to discuss VHDA's engagements with other PDCs, with an emphasis on regional housing study efforts. Also discussed other partnership opportunities (sponsorships, capacity building, and so on). Scheduled for a second presentation next week to further discuss capacity building/strategic planning and regional housing plans.
- GW Regional Commission staff attended the Fundamentals of Affordable Housing training.
- Recent engagement with **Fredericksburg Main Street** organization. They sent a copy of the recently completed study from the Realtors Association.
- Summer 2018: Initial contact with POC and PDC Director to discuss VHDA's support of the GO Virginia initiative. Interest but wanted to wait for cluster plans to be completed.
- GW Regional Commission has initiated work on a FY19 Continuum of Care / Balance of State Capacity Building Grant application.

Background Information on Congressional District 1



Congressional District 1 is made up of three distinct subareas, each with differing demographic and housing trends:

1. **I-95 Outer NoVA** – Most of the Fredericksburg area (PD 16) and parts of Prince William and Fauquier Cos. are now the core of the district with nearly 60% of its population.
2. **The I-296/I-64 exurbs of Richmond and Hampton Rds.** – Hanover, New Kent, and James City Counties are rapidly suburbanizing. They comprise nearly 25% of the district’s population.
3. **Rural Northern Neck/Middle Peninsula (PDs 17 & 18)** – This is the historic heart of the district and makes up roughly half its area, but comprises the smallest share of its population (roughly 18%).

I-95 Outer Northern Virginia

1st District Sub-Area	Population		Components of Change 2010 to 2018					
	2010	2018	Total Change		Natural Increase		Net Migration	
I-95 Outer NoVA	794,978	900,289	105,311	13.2%	59,474	7.5%	45,837	5.8%
Virginia	8,001,024	8,517,685	516,661	6.5%	315,531	3.9%	201,130	2.5%

Note: Data includes all of Prince William, Fauquier and Spotsylvania Counties

- **High rate of growth** – The I-95 corridor of outer Northern Virginia is growing at twice the rate of Virginia as a whole.
- **Large share of NoVA’s affordable housing** – Due to the relative affordability of housing in comparison to closer-in parts of the metro region, and the availability of land for new housing construction, this submarket represents a large share of Northern Virginia’s new production of affordable housing, both for rental and for first-time home purchase. A large share of VHDA’s rental housing production occurs in this submarket areas, as do the majority of VHDA’s loans for first-time home purchase.

NoVA Submarket	Homeownership Rate		Avg. Existing Home Price
	All Ages	Under Age 35	
I-95 Outer NoVA	79%	51%	\$356,900
Fairfax/Loudoun	70%	40%	\$542,500
Arlington/Alexandria	44%	18%	\$612,600
Virginia	66%	34%	\$327,700

- **Strong net migration** – The strong pull of affordable housing opportunities contributes to the area’s strong net migration, which is more than double the state rate.
- **High natural increase** – The area’s affordable housing inventory also gives the area a much younger age profile than Virginia as a whole. The large number of young families gives the area a rate of natural increase nearly twice the overall rate for Virginia.
- **Significant Hispanic population** — A large share of the District’s growing Hispanic population (9% of the overall District population) resides in this subarea — especially in Prince William and Stafford Counties. Escalating housing costs in Northern Virginia have forced the region’s Hispanic renters to relocate to more affordable locations down the i-95 corridor as well as to the Manassas area. These areas also provide affordable home purchase opportunities for Hispanic families.

Key outer NoVA housing challenges:

- **Pricing-out of local workers** -- Rapid growth is straining the available housing inventory, driving up housing costs, and creating significant housing cost burden—especially for local workers whose wages are lower than those of commuters to better paying jobs in the core of the region. Commuters to inner NoVA are burdened by high combined housing and transportation costs.

I-95 Outer NoVA	HUD FMR Range	Minimum Income Needed to Afford	
		Annual	Hourly Wage
One Bedroom Unit	\$932 to \$1,454	\$37,280 to \$58,160	\$18 to \$28
Two Bedroom Unit	\$1,067 to \$1,665	\$42,680 to \$66,600	\$21 to \$32

- **Lack of units for people with limited earned income** – People with disabilities, seniors and others with limited earned income struggle to afford rental housing, in the absence of adequate levels of rental assistance—especially in light of the area’s rapid growth. Even those allocated Housing Choice Voucher assistance find it extremely difficult to find available units, since many vouchers holders from the core of NoVA end up searching for units in this submarket given the lack of available units in closer-in locations.
- **New housing construction is not meeting demand** – The construction industry in the submarket is producing new homes, but at an insufficient rate to meet need and demand. Development of new affordable homes and apartments is constrained by rapidly rising land and materials costs. In addition, home values have yet to fully recoup their losses during the foreclosure crisis, making it difficult for new homes to compete with lower price existing units.

I-295/I-64 Outer Richmond/Hampton Roads

1st District Sub-Area	Population		Components of Change 2010 to 2018					
	2010	2018	Total Change		Natural Increase		Net Migration	
I-295/I-64 Rich./HR	185,301	205,656	20,355	11.0%	781	0.4%	20,162	10.9%
Virginia	8,001,024	8,517,685	516,661	6.5%	315,531	3.9%	201,130	2.5%

Note: Data includes all of James City County

- **High rate of growth** – The I-295/I-64 corridor of outer Richmond and Hampton Roads is also growing rapidly. While its overall growth rate is somewhat less than that for the I-95 corridor in outer NoVA, it is 1.7 times higher than the overall state growth rate.
- **Small share of Richmond’s and Hampton Roads’ affordable housing** — The big difference between this submarket and the I-95 outer NoVA submarket is the composition of the housing inventory and the resulting community demographics. Whereas the NoVA part of the District has seen significant affordable housing production, both rental and for first-time purchase, the I-295/I-64 corridor has seen new housing production mainly serving homeowners—especially early/active retirees.

1st District Sub-Area	Homeownership Rate		Avg. Existing Home Price
	All Ages	Under Age 35	
I-295/I-64 Richmond/Hampton Rds.	73%	46%	\$323,400
Virginia	66%	34%	\$327,700

- **Strong net migration** – The availability of land for housing development and the strong retiree market in the Williamsburg area, have contributed to very high net migration, which has been almost exclusively the driver of population growth. The rate of net migration is over four times the state rate, and nearly double that for the I-95 corridor in outer NoVA.
- **Low natural increase** – Offsetting very high net migration is very low natural increase. The aging of the rural and older suburban parts of the three counties, coupled with new home construction that mainly serves older households, has resulted in a relatively smaller share of young families and natural increase, which is well below the statewide rate.
- **Smaller minority population** — The significant share of larger, higher-cost homes reduces the opportunity for lower-income households, including minorities, to find housing they can afford.

Key outer Richmond/Hampton Roads housing challenges:

- **Pricing-out of lower-wage service workers** – High housing costs and limited rental housing production make it difficult for lower-wage service workers to locate affordable units. Many must commute from adjacent older, lower-cost submarkets or else accept unstable housing in transient quarters such as long-stay motels (a significant local problem in Ashland).

I-295/I-64 Rich./HR	HUD FMR Range	Minimum Income Needed to Afford	
		Annual	Hourly Wage
One Bedroom Unit	\$925 to \$932	\$37,000 to \$37,280	\$18 to \$18
Two Bedroom Unit	\$1,067 to \$1,665	\$42,680 to \$44,160	\$21 to \$21

- **Lack of units for people with limited earned income** – As in outer NoVA, people with disabilities, seniors and others with limited earned income struggle to afford rental housing. The lack of adequate multifamily inventory forces many to rely on mom-and-pop single family rentals or else relocate to adjacent older, lower-cost urban areas.
- **New housing construction is not meeting need/demand** – The construction industry in the submarket is producing new homes mainly for affluent new-comers. Zoning restrictions and high land costs make it extremely difficult to develop affordable workforce housing serving a wide spectrum of moderate to lower wage workers. Current land use practices in this area limit the opportunity for developers to provide affordable rental through VHDA’s rental programs and for first-time homebuyers to find affordable homes to purchase with VHDA financing assistance. The lack of adequate workforce housing continues to make it difficult for the hospitality industry in Williamsburg to sustain an adequate workforce. Hanover County is facing the challenges of an aging population as younger households settle elsewhere in the Richmond region where affordable housing is more available.

Northern Neck/Middle Peninsula

1st District Sub-Area	Population		Components of Change 2010 to 2018					
	2010	2018	Total Change		Natural Increase		Net Migration	
N. Neck/Middle Pen.	141,255	141,533	278	0.2%	2,948	-2.1%	3,226	2.3%
Virginia	8,001,024	8,517,685	516,661	6.5%	315,531	3.9%	201,130	2.5%

- **Lack of rural growth** – The rural Northern Neck and Middle Peninsula have seen virtually no net growth since 2010. Net migration is weak, and mainly comprised of retirees and incremental exurban incursion from Richmond and Hampton Roads. Off-setting positive net-migration is negative natural increase. The area has one of the oldest populations in the Virginia, and provides few opportunities for young families.
- **Low rural incomes** – Renter income levels in the Northern Neck/Middle Peninsula are well below those in surrounding metropolitan market areas and statewide.

Share of Renters with Income < \$20,000	
Northern Neck/Middle Peninsula	29%
I-95 Outer NoVA	13%
I-295/I-64 Outer Richmond/Hamp Rds	19%
Virginia	23%

Due to their low income, a large share of rural renters experience housing cost burden.

N. Neck/Middle Pen.	HUD FMR Range	Minimum Income Needed to Afford	
		Annual	Hourly Wage
One Bedroom Unit	\$572 to \$925	\$22,880 to \$30,280	\$11 to \$18
Two Bedroom Unit	\$757 to \$1,104	\$37,000 to \$44,160	\$15 to \$21

- **Limited quality affordable housing** — The limited new housing construction in the area is mainly expensive homes for early/active retirees. The area’s weak economic growth—a problem shared with rural areas through Virginia and the nation—has limited effective demand for new lower cost units, either for rent or for purchase. Much of the vacant land suitable for housing development is estate property with multiple heirs, that is effectively unavailable for development. The area’s aging housing inventory is increasingly obsolete and in need of replacement.
- **Low-income rural Black population** — The area has a significant Black rural population that has lived in the region for generations. It has lower income than the newer, more affluent white retiree population, and occupies much of the old, poor quality, obsolete housing stock.

Key rural housing challenges:

- **Older, poor quality and obsolete rural housing** – Weak economic conditions, low wage levels and lack of opportunity for multifamily housing development make it difficult to serve the needs of the area’s renter population. Older, low-income homeowners lack the income to repair and make needed accessibility improvements to their homes.
- **Limited developable land** — Wetland issues/environmental restrictions, land ownership patterns (i.e., estate holdings), and low densities, make affordable housing development a challenge.
- **Lack of local mortgage lenders** – The low-density of Northern Neck/Middle Peninsula and the area’s weak economic and population growth do not sustain an active set of private mortgage lenders apart from small lending offices serving primarily the custom home market. Therefore, many first-time buyers must travel to adjacent urban market areas in order to access mortgage financing. VHDA relies on direct loan origination through its mobile mortgage office to help address this problem and better serve local needs.

1st District Sub-Area	Homeownership Rate		Avg. Existing Home Price
	All Ages	Under Age 35	
Northern Neck/Middle Peninsula	79%	51%	\$239,800
Virginia	66%	34%	\$327,700

District-wide challenge in delivering affordable housing programs and services:

The region is challenged by the lack of strong network of local government and nonprofit housing providers able to partner with VHDA, DHCD and federal agencies in addressing affordable housing needs. There are no local housing authorities in District 1 and limited local government housing program staff outside of Prince William County. The Fredericksburg urban area is larger in population than the Roanoke metro area, yet has no comparable size core city to serve as the focus of regional housing efforts. There are few nonprofit housing organizations in the region, and they are relatively small in capacity relative to the areas and needs they are attempting to serve. This makes it difficult for VHDA to deliver program services, especially those focused on the needs of low-income renters and rural homeowners.

Summary of the 1st Congressional District's I-95 Outer Northern Virginia Submarket Area

The properties we'll be touring today are in the 1st Congressional District's I-95 Outer Northern Virginia submarket area, which is growing at twice the rate of Virginia as a whole.

Due to the affordability of housing here compared to areas closer to Washington, and the availability of land for new housing construction, this submarket represents a large share of Northern Virginia's new production of affordable housing, both for rental and first-time home purchase.

The affordable housing inventory here also gives the area a much younger age profile than Virginia as a whole, with many young families choosing to move here.

Also, a large share of the District's growing Hispanic population (9% of the overall District population) resides in this submarket — especially in Prince William and Stafford Counties. Escalating housing costs in Northern Virginia have forced the region's Hispanic renters to relocate to more affordable locations down the I-95 corridor as well as to the Manassas area.

One of the challenges facing this area is its rapid growth, which is straining the available housing inventory, driving up housing costs, and creating significant housing cost burdens – especially for local workers whose wages are lower than those of commuters who travel to better paying jobs in the core of the region.

Also, people with disabilities, seniors and others with limited earned income struggle to afford rental housing, in the absence of adequate levels of rental assistance—especially in light of the area's rapid growth.

Finally, the construction industry in this submarket is producing new homes, but at an insufficient rate to meet need and demand. Development of new affordable homes and apartments is constrained by rapidly rising land and materials costs. In addition, home values have yet to fully recoup their losses during the foreclosure crisis, making it difficult for new homes to compete with lower price existing units.

Survey of VHDA Bus Tour Participants

Results Summary

Congressman Bobby Scott and other VHDA stakeholders took part in a bus tour of VHDA properties in Hampton Roads on August 22, 2018. Twelve (12) Participants were sent a link to this survey via email on September 6, 2018. Nine (9) participants responded to the survey before it closed on September 17.

The survey was conducted using the "research.net" segment of Survey Monkey and administered by Ron Reger for Demas Boudreaux.

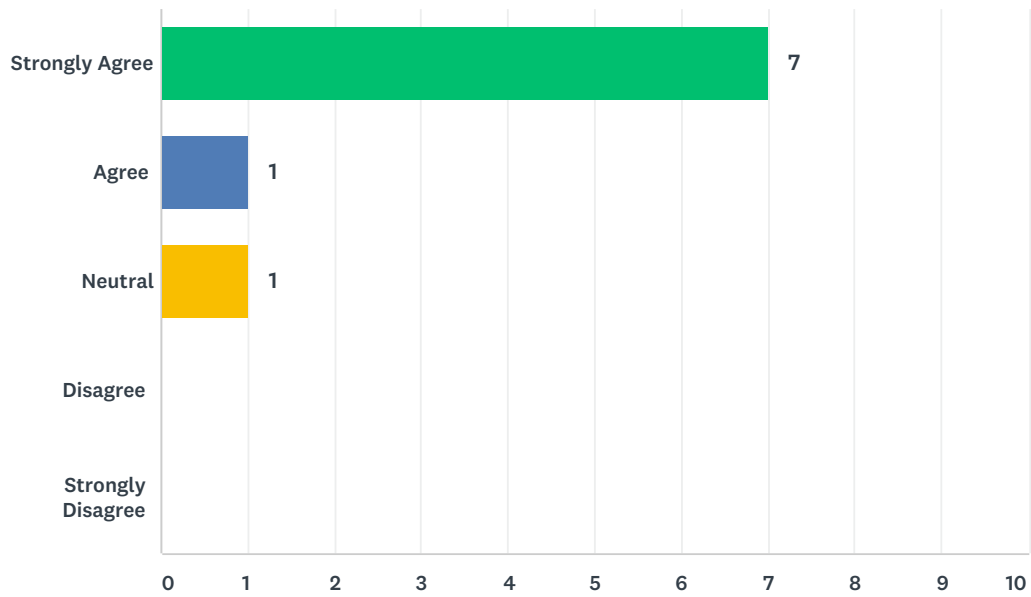
Summaries of the responses are included on pages 1 through 4. Page 5 includes all comments about the tour.

The survey responses indicated very positive feedback:

- The bus tour accomplished VHDA's intended purpose. (Page 1)
- VHDA's staff was very helpful in answering questions. (Page 2)
- The bus tour would be recommended to others. The responses for this statement were 100% "strongly agree." (Page 3)
- The length of the bus tour was appropriate. There were no indications it was either too long or too short. (Page 4)
- All 4 written comments were positive and supportive. (Page 5)

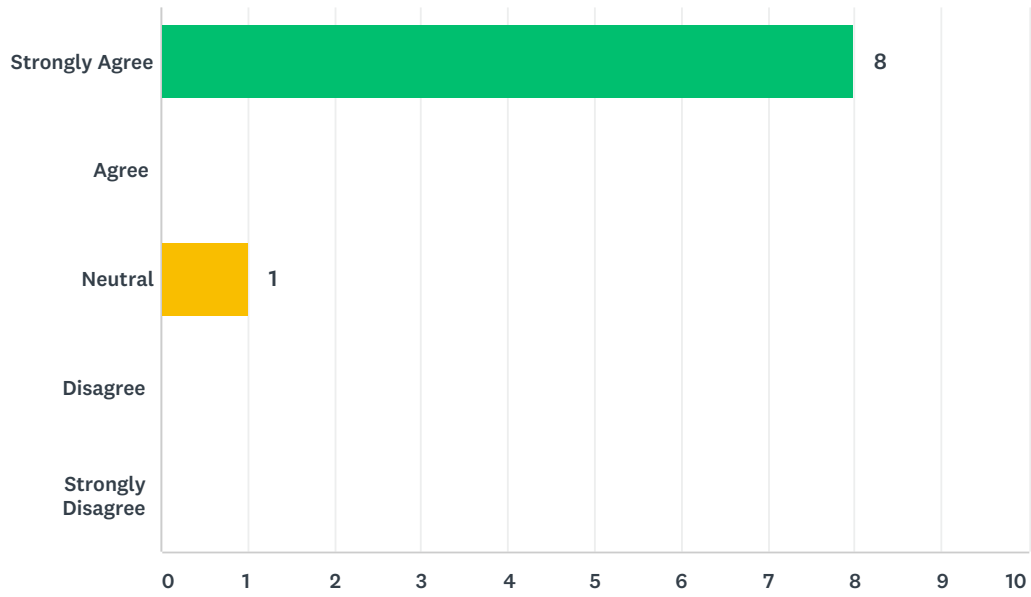
Q1 The tour improved my understanding of VHDA's usage of federal programs to bring affordable housing to Virginia.

Answered: 9 Skipped: 0



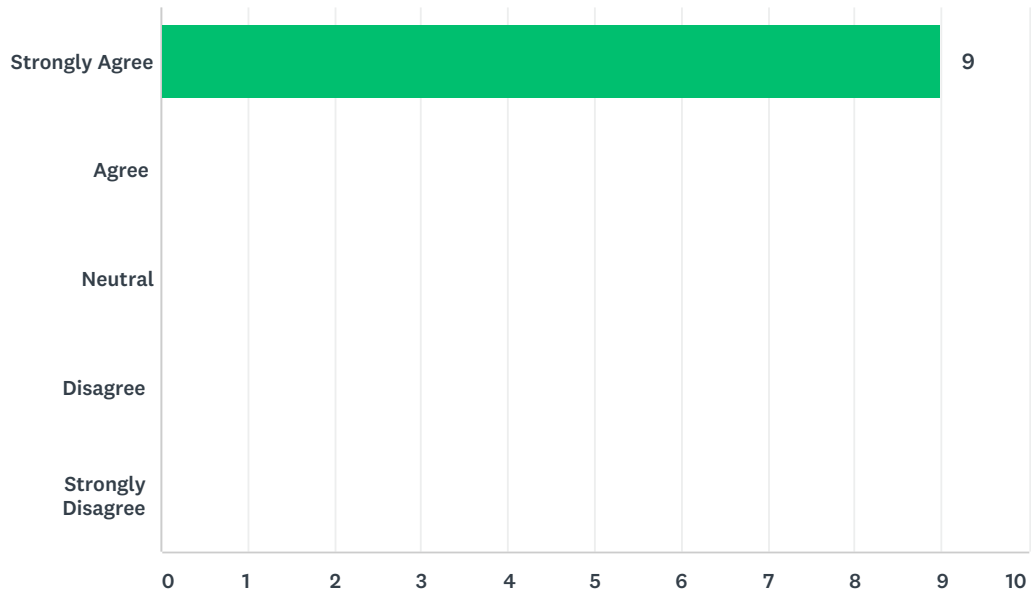
Q2 VHDA staff was very helpful in answering my questions.

Answered: 9 Skipped: 0



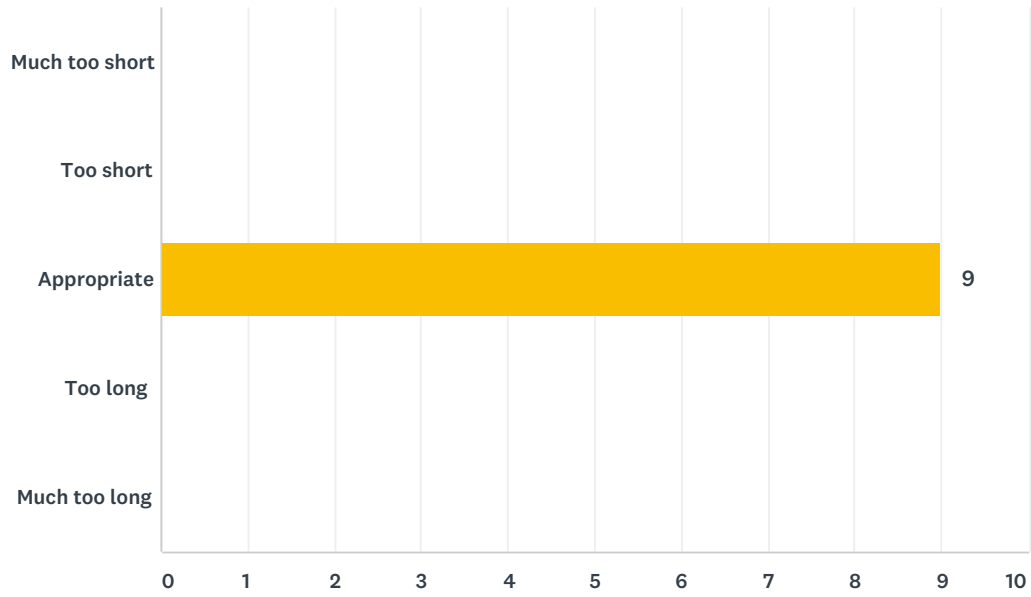
Q3 I would recommend this tour to others.

Answered: 9 Skipped: 0



Q4 Which selection best describes the length of the bus tour?

Answered: 9 Skipped: 0



Q5 Use this space for any comments about the tour.

Answered: 4 Skipped: 5

#	RESPONSES	DATE
1	It was great! Thank you guys so much for organizing!	9/7/2018 1:47 PM
2	I already have a good understanding of VHDA's usage of federal programs. I greatly enjoyed the networking opportunity.	9/7/2018 9:45 AM
3	It was such a great tour that I wasn't ready for it to end! Thank you so much for putting this together.	9/6/2018 4:04 PM
4	Great Job! Thanks for such a great tour.	9/6/2018 3:37 PM

Affordable Housing Bus Tour – 3rd Congressional District



Executive Director Dewey greeting Congressman Bobby Scott



Executive Director Dewey with Secretary of Commerce & Trade Brian Ball

Affordable Housing Bus Tour – 3rd Congressional District



Congressman Scott greeting a resident



Executive Director Dewey with elected officials

Affordable Housing Bus Tour – 3rd Congressional District



Boarding the bus for the tour



Executive Director Dewey with the Mayor of Portsmouth, VA

Affordable Housing Bus Tour – 3rd Congressional District



Executive Director Dewey with Congressman Bobby Scott



Executive Director Dewey with a state delegate

Affordable Housing Bus Tour – 3rd Congressional District



Congressman Scott with a nonprofit partner listening intently

Affordable Housing Bus Tour – 3rd Congressional District



Elected officials – federal, state, and local

Affordable Housing Bus Tour – 1st Congressional District



Executive Director Dewey with Secretary of Commerce & Trade and Mayor of Fredericksburg, VA



Executive Director Dewey addresses Congressman Wittman and guests

Affordable Housing Bus Tour – 1st Congressional District



Listening to partners at the disAbility Resource Center



Welcoming Congressman Wittman

Affordable Housing Bus Tour – 1st Congressional District



Executive Director Dewey and elected officials with a disabled resident



Local media covered the bus tour

Affordable Housing Bus Tour – 1st Congressional District



Tour of LIHTC property



Executive Director Dewey with state delegate and nonprofit developer



VHDA Social Media 1st & 3rd Congressional District Bus Tour Coverage





Bryce Reeves @ReevesVA

● 14 mins ago

Enjoyed a very informative tour from the Virginia Housing Development Authority (VHDA) with Congressman @RobWittman yesterday.




Delegate Bob Thomas @BobThomasVA

● 1 hour ago

Great to join @RobWittman, @ReevesVA, @FxbgGov Mayor Mary Katherine Greenlaw & other local leaders yesterday for a @VHDA bus tour to learn how we can partner to bring more affordable housing to our region.



 **CHP @CHPorg**
● 1 day ago

We are excited to participate in @VHDA's 1st Congressional District Affordable Housing Bus Tour, which begins and ends at CHP's Overlook Terrace Apartments in Fredericksburg, Virginia



 **CHP @CHPorg**
● 1 hour ago

On Monday, we participated in @VHDA's Affordable Housing Bus Tour, which featured Overlook Terrace Apartments in #Fredericksburg. Rep. @RobWittman, Secretary @VACommTrade, and other officials saw eight properties that illustrate how VHDA supports #affordablehousing.



meg_gruber retweeted



Rep. Bobby Scott @BobbyScott
6 days ago · Newport News

Received great feedback from residents in Portsmouth and Chesapeake as officials from VHDA, elected officials and I went on the VHDA Third District Housing Bus tour today



7 19

Mention

 **Virginia Supportive Housing**
August 24 at 5:36 PM

✓ Liked as Your Page

Many thanks to Congressman Bobby Scott, Virginia Secretary of Commerce Brian Ball, John Rowe, Mayor - City of Portsmouth, Delegate Matthew James, Delegate Kelly Convors-Flowers and other community leaders for visiting VSH's South Bay community in Portsmouth as part of an affordable housing tour of Portsmouth and Chesapeake earlier this week. The tour was organized and sponsored by VHDA.



VHDA, Arden Reed, Russ Aaronson and 19 others

2 Shares

Like Comment Share



Mentions VHDA



Del. Kelly Convirs-Fowler @DelegateFowler

6 days ago

Thankful to @VHDA for providing a tour of affordable housing in Chesapeake and Portsmouth today with @BobbyScott, @JohnRoweMayor. We learned about how VHDA works to develop quality, affordable housing.



4



13



Brian Ball @VACommTrade

6 days ago

Big thanks to @VHDA and @vshousing for hosting an informative tour on affordable housing in @AboutChesapeake and @cityofPortsVA. Great to see @BobbyScott, Delegate Matthew James, @DelegateFowler, and @JohnRoweMayor.



3



3





Adele McClure @AdeleMcClure_

6 days ago

Thank you @VHDA & @vshousing for hosting an affordable housing tour in Chesapeake & Portsmouth. It was great to attend on behalf of @LGJustinFairfax & learn about how VHDA works w/local partners in communities across Virginia to develop quality, affordable housing.



7



15



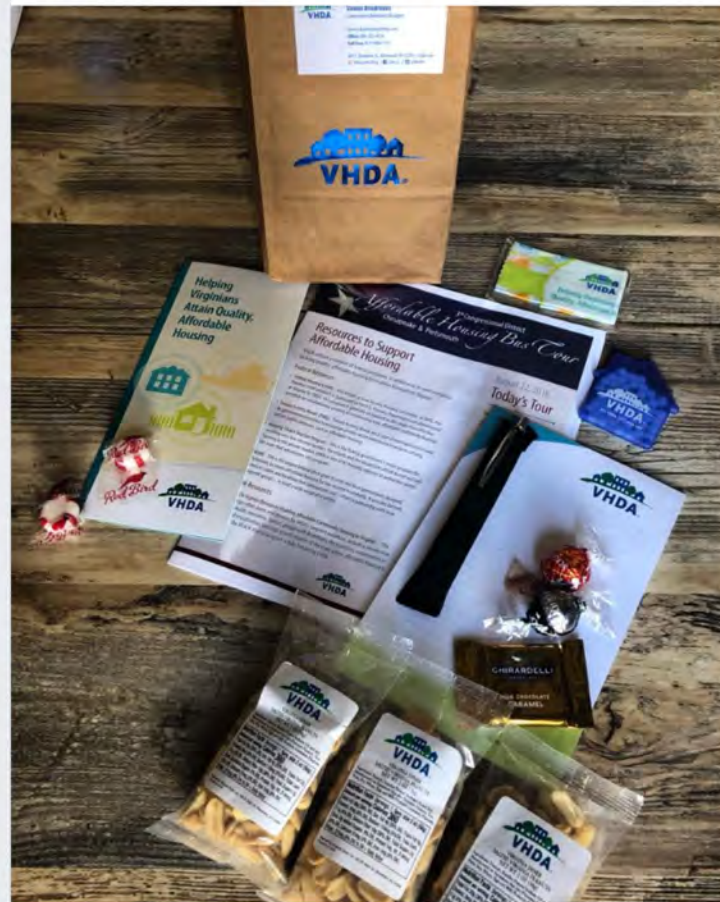
Ashlee Lynn

August 23 at 10:49 AM

Education is the passport to the future, for tomorrow belongs to those who prepare for it today 🌟



Very grateful for all the information VHDA provided us with yesterday - I was extremely humbled during the Affordable Housing Bus Tour. Their thoroughness and endless effort to provide affordable housing is amazing and so impressive. 🙌🏡 #careerscolliding #realestate #governmentpolicy #handinhand #workingtogether #abettercommunity



VHDA, Rhiannon Shay, Linda Buchardt and 3 others

1 Comment

