

Housing Models and Funding Opportunities

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OK. I want to welcome everyone to our Regional Housing Collaborative meeting. For those that don't know me, my name is Carol Nakirski and I'm with New York Alliance. The Regional Housing Collaborative meetings are being supportive through our Developmental Disability Planning Council. We have a grant that's a statewide and regional housing initiative grant, and this is truly a phenomenal opportunity for housing stakeholders to gather, to network, to learn about housing related topics. Typically, we would be in the regions, so we would travel throughout New York State and gather within each region and have a robust discussion on housing. And quite honestly, for obvious reasons, we can't do that right now.

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And at some point, I'm hoping that we're able to get into those regional meetings. But I just wanted to welcome everyone. And just a couple quick little housekeeping things before I pass this on to John Mulvey. Truly welcome. Keep your cameras on if you're comfortable with that. I think it's really terrific to have that kind of contact, especially when we do things remotely. Lines will be muted. Certainly, if you do have a question, you can put it into the chat box. And throughout the presentation, we may be calling out on a couple of the key attendees. So feel free to unmute your lines and have an open discussion. If you've signed into this system more of a generic name, either your agency name or iPhone, if you could change that to your name, it's so important. This is a grant through the Developmental Disabilities Council. This is the opportunity through the grant, and we have to make sure that we have the attendance.

{ 1:55 }

So if you wouldn't mind making that change and if you have a hard time doing that, then just send me a note in the chat box and I'll make sure that I make that change. The last thing I wanted to mention is that within a day or so we'll be sending out a survey and we want to know what's next. What else would you like for us to consider as a topic for these regional house and collaborative meetings? Our next meeting is on Monday, May 24th, same time, and it's with Shinny, which is support Supportive Housing Association of New York State. So if you haven't registered for that, feel free to do that or send me a quick little note and I'll be more than happy to assist. And I want to welcome you again. And I want to pass this along to my colleague John Mulpy.

Speaker 2: { 2:40 }

Thanks, Carol, and welcome to everyone. I've been really looking forward to this session because for a couple of reasons. 1 is that we have so much going on in housing in New York. And even with the interruptions that we've experienced over the last year, there is a lot of work underway.

{ 2:58 }

And I'm sure that Lenny and Darren and I will get in and I will get into that. If you had a chance to view the webinar that Darren created for the Housing Navigator course, you'll be well prepared. But if you haven't, we will be sending out that link again. It's a really good introduction to the work that's going on and to the to the collaboration that's been happening between OPWDD and HCR for quite some time now. I would also like just to thank Lenny and Darren and Anaya because HCR has been a great friend to us in terms of helping to get the word out, helping to change the dialogue in housing from, you know, how do I make another group home to what can I do that's creative and more person centered than than perhaps some of the more legacy models. So I will let them introduce themselves. They're, you know, I know, I know.

{ 3:55 }

Lenny's actually quite shy, so he'll have to start, but I'm going to turn it over. Lenny, can you take it away?

Speaker 3: { 4:02 }

Sure. Good morning, everyone. Hi.

Speaker 4: { 4:06 }

I'm Lenny Scroll I.

Speaker 3: { 4:08 }

I'm the Upstate development director West of HCR. So I want to, I want to give a little background, a little bit. No, I've worked for the agency since 1984 and I have been, you know, periodically challenged by sponsors and communities all over the state to do affordable housing. And one of the things that I discovered really pretty early on was that a very high percentage of those very low income individuals that need affordable housing have issues like development disabilities, issues with mental health issues, issues of, you know, drug and alcohol dependency.

{ 5:00 }

And that's a big portion of why they're not economically successful. And it created in me a passionate commitment to do what I call supportive housing, which basically combines an affordable housing opportunity with community support that allow that allow individuals that have other challenges to live in a safe affordable housing unit. At the same time, getting support services that allow them to be independent. And so you know, I and I've been so a little history of HC Rs collaboration with OPWDD.

Speaker 4: { 5:45 }

You know, I think.

Speaker 3: { 5:47 }

Somewhere in the early 90s, well 1986, Congress passed the law that created the Low Income Housing Credit, which is the largest incentive structure to create affordable housing in the country. I've read someplace in the Wall Street Journal that

55% of multifamily rental starts are low income housing credit projects. So it's not only a big deal in the affordable housing community, it's a big deal in the multifamily rental community. So in the early 90s, OPWDD contracted out with the University of Buffalo's law school to figure out how can, how can we combine low income housing credit and OPWDVD resources to experiment on, you know, to doing affordable supportive housing for people with development disabilities.

{ 6:48 }

And, you know, through that experiment, we ended up particularly in region 1 of OPWD having a, a large range of experiments of how to combine HCROPWDD and community not-for-profit, community based sponsors and doing this work. You know, you know, the we some of the examples we worked on were like CDs monarch that mostly works in the suburbs of Rochester. You know, they had an 811 HUD 811 project that wasn't adequate to do the type of work they wanted to do to serve their their residents appropriately and they applied for HER to do that.

{ 7:39 }

You know, I never working with people incorporated on a project in Silver Creek, but the most active participating in our collaborations initially was heritage Christian homes and basically I think over five to seven years we probably collaborated on 20 plus group homes combining Logan housing credit, conventional financing with OOPWDD operating support. And again, it was sort of a interesting experiment where Heritage Christian Home, through that collaboration, was able to make the housing, it created a much better housing opportunity for its residents. And they're there. It was really pretty a wonderful experience. Over time, you know, I believe the families and of individuals relevant disabilities working with the not for profits working OBED DD moved away from group homes and moved in more in direction of doing permanent supportive housing for individuals with development disability.

{ 8:58 }

And many of the same partners ventured into that way, taking advantage of what we call our unified funding process, which is what we call 9% stuff and 4% credit projects through HFA. And you know, we've been consistently aggressively working on expanding supply of affordable supportive housing for people who've done disabilities again going back to the late 90s to present day.

Speaker 4: { 9:33 }

So two or three years.

Speaker 3: { 9:34 }

Ago the the the state legislator on the administration's urging plaster housing plan that basically basically expanded HCRS resources to do affordable housing in New York State.

{ 9:51 }

You know, I think the aspiration was over five years to expand the supply of affordable housing by 100 thousand 100,000 units with 70% of them being under

supportive housing space. So you know, again, our investments that are available to do affordable supportive housing have never been greater. Our partnership with OBWDD has never been greater. And if you haven't already started looking into this path, it's not too late.

Speaker 4: { 10:28 }

So.

Speaker 3: { 10:29 }

One of the things that plays out a lot when the new sponsors, new communities and new parents and new organizations say, well, I want to expand the supply of housing for people with vulnerability is what's it's this seems really.

Speaker 4: { 10:47 }

Complicated.

Speaker 3: { 10:47 }

I don't know how to do this and there's three ways newbies get into this business and sometimes most of my sponsors have done it all three ways 1 you make it your life's work to learn how to do this work I've had some incredibly positive experiences we're not-for-profit, not-for-profit people individual organizations assert people with development ability become rock stars in doing this work and by learning how to do it from.

Speaker 4: { 11:22 }

Food from.

Speaker 3: { 11:23 }

Soup to nuts the second.

Speaker 4: { 11:25 }

Thing.

Speaker 3: { 11:26 }

That sponsors can do is hire a consultant you know that has experience doing this work and that's also been exceptionally a successful way to do this. They're all, there are consultants that are very familiar with both HC Rs programs and OPWD programs and know how to navigate this up. The third path is partnering with someone who's done it before, right?

{ 11:57 }

It's, it's and you know, the there's advantages of each approach, from learning how to do it yourself to hire a consultant to partnering with somebody. The, the one thing I would say to you is what's not a good idea is to say, be overwhelmed and say, I don't know how this works. I'm not going to try. The reality is that all you do there is you leave the, the citizens you want to serve unserved and you're delaying the learning curve. That's really, really important. So HCR has developed a system throughout the state of, of what we call development directors that are supposed to interact with

communities, localities to help people frame how do what they, what they want to do and how to do it.

{ 12:57 }

And again, the way I recommend people get in contact with me. And again, I'm sure Carolyn and John will share my e-mail is sending an e-mail to Leonard.skrill@nyshe-r.org. But but that's, but also my colleagues, Darren, Scott and I, I and Wayner can be reached out the same way. My message to you all is going back to the history of our collaborations. We didn't do what we did because HCR wanted to do it. We we did what we did as an agency because we listen to the stories that you were telling us in the community and figuring out in real time to help you achieve what you want. HCR doesn't have a big picture agenda other than expanding supply of affordable housing and supportive housing.

{ 14:00 }

We want to do the type of affordable supportive housing that you feel and need in the communities. The activity of what's good in Buffalo, maybe not good in Elmira, maybe not good in Poughkeepsie, maybe not good in Long Island, maybe not good in New York City. We need to hear your stories and am I mess If I have a message that I have to all of you, I can Carol and John should share Darren, Ayana, my my emails e-mail us. Let us know what you want to do. Let us know the challenges you want to achieve and we can help you maximize your chance of success of expanding the supply of affordable supportive housing for people with development disabilities.

{ 14:49 }

I'm going to punt to my colleague Darren Scott and but we I will be around for the rest of this presentation, but I'm mute so my doggy doesn't disturb everybody. Thanks.

Speaker 5: { 15:03 }

Lenny, I'm Darren Scott. I'm the Upstate E Development Director for HCR. I've been with the agency for a little over four years now and previous to that worked for over 20 years in the public housing world. And so I bring that experience to HCR and have been learning the supportive housing part of affordable housing over the past four years. And I hope everybody enjoyed the presentation that I put together last year. It's largely based upon Lenny's rap. So I I stand on the shoulders of giants when it comes to learning other aspects of of affordable and supportive housing. And it's been a pleasure.

{ 15:54 }

My territory, as you might have seen from the presentation, it goes from everything W excuse me, north of Westchester County and Rockland County up to the Canadian border and out to but not including Syracuse, where Lenny's territory begins. Ayana, I'll introduce in in a few minutes. I wanted to echo everything that Lenny has said, but for now, I want to just jump into introducing. We decided that one of the most effective ways of of presenting information and and getting buy in from those who

are uninitiated to working with the state but but feel the need to get into affordable housing is to have peer testimonials. And so very last minute, we were able to recruit a few of our successful developer and and supportive service providers.

{ 16:56 }

And I want to introduce Tara Costello from the Kelberman Center. Hi Tara. It's my first time meeting her and this project that they're going to talk about began under different leadership. Was so, so glad to meet you and thank you for joining us and her her developer partner, Stephanie Benson from Edgemere Development. So the project that they're going to describe to you this this came about in the, let's say, the pathway #3 to success that Lenny was describing where a service provider very skilled in the area of doing that needed to find a developer partner in order to advance their housing agenda. And so if you would, Stephanie Benson is from Edgemere Development.

{ 17:50 }

If Tara and Stephanie, would you please introduce yourself, tell us, you know, very briefly, you know, a little bit about your organizations, how you met, and then a little bit about the project. Thank you.

Speaker 6: { 18:03 }

Sure. So good morning, everyone. I'm Tara Costello, the exec here at the Calverman Center. Calverman Center has been in existence for almost 15 years, came out of upstate cerebral palsy, many of you know, here in Utica. And really the goal behind the Calverman mission, behind the Calverman Center has really about inclusive, providing that inclusive environment for individuals with disabilities, specifically those on the spectrum. And we provide services from four years old all the way up to adulthood, preschool services, home and community based services, residential services, employment services, evaluations, you name it, we've provided. And over the past several years, the Government Center has grown significantly.

{ 18:52 }

I think the important for me to note here is that my background, I worked for UCP for about 7 years prior to coming on board with the Government Center. So I'm quite familiar with the services they provide. But most importantly, just to speak to Lenny and Darren's comments about HCR, I've worked on a number of projects in my previous life through OMH. So I'm very familiar with supportive housing. I actually oversaw the behavioral services for UCP and actually under my domain was the housing element. So housing is, is, is some of my forte. It's, it's interesting that OPWDD is just, you know, starting to look at this and really taking this really serious, which I think is important. So my understanding and as as Darren pointed out, previous leadership, this was before I started, I started and during the pandemic. So which was quite an interesting. So Stephanie has been extremely helpful in kind of guiding me and, and how this project kind of started.

{ 19:56 }

But I do know the, the background to how and why this project started. So Doctor

Kellerman, who is the founder of the Government Center. Has this vision and has always had this vision because his son Harry had autism, has autism and the program, the agency has been built around Harry and through the the eyes of a parent having to seek services. So ultimately we've been able to provide services through the spectrum, through the eyes of a parent, which has been wonderful. And so one of the goals and visions of Doctor Calberman was to have somewhat of an impact center that kind of speaks to this inclusive environment that provides wrap around services for individuals and being able to live independently. So we as the at the Calverman Center worked alongside the mayor's office.

{ 20:57 }

There was a Utica community needs assessment that was done and that needs assessment identified the need for quality affordable housing for individuals with special needs. And so my predecessor who is advantageous to really move forward and, and, and try to advocate for the individuals we serve. As you know, we provide home and community based services and see a lot of individuals that can live independently. So this was a way to kind of fulfill the idea of this impact center while providing all those wrap around services for the individuals, but also learning how to be a good neighbor and giving back to the community. And I'm going to kind of turn it over to Stephanie because Stephanie, obviously my predecessor and Stephanie and I'm not sure if Doctor Calvin was involved in that, but Edgemere was a was a big piece of this in getting us, getting us kind of started and introducing to us to how to move forward and really get this project kind of off the ground.

{ 21:59 }

So, and I can talk a little bit about what's next because the project is almost 80% complete, right Stephanie. So, so, but we've in the on the back end we are working on as Darren has talked about a little bit is it's not just about providing that that housing element, but once you have it safe and security, they're providing all those other elements to allow for individuals to be successful. And so we've actually have been parting partnering with various individuals within our community to provide services not just for the individuals that are going to be living within the 60 unit apartment building. 12 of those units will be dedicated for individuals with disabilities, but the other 48 will be mixed housing.

{ 22:49 }

So there's that inclusive environment we're speaking about, but also bringing in community services for all individuals living in the building and can benefit from and, and learning how to be a good neighbor and, and, and, and allowing those individuals to feel inclusive to that mixed housing. So I'm going to turn it over to Stephanie to kind of talk through the developer piece because I think that's also very important because we couldn't be successful in this endeavor without them. So I'm going to turn over to Stephanie.

Speaker 7: { 23:19 }

Thank you, Tara, you're welcome. And and you guys got to keep track of time because I could talk about this for, you know, two years probably one of the things

Darren asked me to talk about is how do we get connected? Edge Beer Development is a consulting developer or development consultant to nonprofits for profits, housing authorities, health systems that want to do exactly what Lenny said they want to. They want to have some more involvement in providing affordable housing, but understand that they don't have the internal capacity. So we're an outsource or an arm to that, in this case, government Center. That's, that's our function.

{ 23:58 }

We, we are in my mind, the client, right, because they're my client. And, and we provide soup to nuts depending upon what the client needs. And in this case it was soup to nuts. And, and actually how we met, and I'm not sure Terry knows this, probably four or five years ago, a mutual client of ours who also manages some properties that we own, put us together with the government center and another UCP person to talk about affordable housing because they were talking about it but didn't know how to do it. So that's how it happened. The other thing is, you know, Edgemere tends to, I like to believe, fly under the radar. We don't want the attention because it's your project. So you may not have ever heard of us before, but we've been doing this and I've been doing it for over 21 years. I actually have experienced in public housing authorities neighborhood coordination for a city.

{ 24:52 }

And then I was the Co executive director of the YWCA in Rochester, which had the whole range of housing from emergency and we got them to permanent affordable by the time we were done with special needs. So I have my own affiliation and affinity towards these kinds of populations. And then I've been at Edgemere for 20 years. Heritage Christian Services is one of our clients and we did a fabulous project here. And, and it's, it's somewhat similar to what we did with Calverman. And I'll talk a bit about that. And there's two things we tend to ask, if you don't have a site, where do you want to be? Do you know where you want to be? In the case of Calverman, we met this one year. The next year they called and said we have this site, will you come look? We went and looked, we didn't have a contract yet. So we finally, we went through 3 or 4 sites, did analysis and and they found a site in a neighborhood, a school that was vacant. We tend to do historic preservation of those kinds of schools.

{ 25:56 }

But in this case, we demolished it so it wasn't accessible. There were lots of things that didn't work, but one of the the two things you have to think about in the beginning is who's going to own it? Is it you, your agency and who's going to manage it right? Those are two big questions. And, and again, I could spend an hour talking about what goes into that, but part of what we do is help you work through that to decide those answers In this case and in heritage Christians case, they both decided they wanted to own it. In Heritage Christian's case, they actually we partnered with a for profit for a variety of reasons and they manage it. And, and the same thing happened at government. They said we don't want to manage this whole thing. We don't know this whole world yet, but we want to partner with somebody

that can do the tax credit compliance because that's very serious. That's where a lot of your money comes from in this project. I think it was a \$19 million project, more or less.

{ 26:57 }

The amount of private investment from the low income housing tax credits was over \$13 million. So you see how important what Lenny and Darren are talking about is to your project.

Without the low income housing tax credits and the other subsidies of HCR as well as OPWDD, these projects are very difficult to find. I don't know how you finance them, right with both of these clients government, we went to OPWDD, they had already had conversations with the regional folks to talk about should we go for this? Is it a need? As Tara said a huge component was the localities involvement in support and and then we applied to receive capital dollars about almost 2 million from OPWDD for the physical structure and then the support services and rental assistance that government administers. So let's go back who owns, who manages.

{ 27:57 }

We sort of talked about that you can manage, you can own if you own the things you have to think about and our critical challenges is guarantees because all the people involved want guarantees that you're going to own and operate and manage the project, as you say, including not only the issue and it's the tax credit units and there are certain guarantees that have to be met. And again, Kellerman's case, we spent time with Doctor Kellerman, but we went to the board initially and did a presentation to get the board buying because again, they need to be talking in the community. And there, there were City Council folks that literally went door to door several times in that neighborhood because the neighborhood didn't want them, did not want them there, even though the Kellerman Center is a block away. The they did not. They thought they were a great neighbor, loved them where they were or did not want this building in their neighborhood, even though it was very close to the Main Street.

{ 28:58 }

And so it was important the staff of Calberman did press releases. We have public meetings, City Council members, their division, they went out door to door. The mayor went door to door so they could say we've been door to door. And you know, we've tried to address all your concerns, but Nimbyism is a real thing. Even with the IDD population, doesn't matter what the population is affordable and I don't say low income, it's affordable housing. A lot of people, probably some of us could be in some of those units. And people that work for you in Heritage Christians case and in Calverman, they both said we have people that are are low income working for us

and this will give them a really good place to work. Plus it will have eyes on the whole community, including the building, and we will be able to manage it better and work with our managing agent. So you can't be discouraged about reaction.

{ 29:58 }

You have to work through it. You have local approvals to work through. We help you with all that. But you have to have the political support and be tied to the continuum of care or anyone else that's involved in housing part. This is a partnership. So I I emphasize that.

Speaker 4: { 30:15 }
Stephanie.

Speaker 5: { 30:16 }

Yes, yeah, this is this is this is great. I wanted to just comment on one one aspect in that it was interesting to me. You said earlier this project technically in our world is not a supportive housing deal. This is a disqualified for financing under a mixed income mixed-use goal and it has a supportive housing component. And so it really does reflect the neighborhood with having that at least 15% higher income population mixed in with the supportive and and those at at a lower income.

{ 30:51 }

And if we can wrap up, Tara with just a brief explanation about I said mixed-use that you're providing services not only to residents of the project but also to the neighborhood from the non residential space in this development.

Speaker 6: { 31:10 }

Yes, that's correct. Yep, that's the plan. So right now we have about 7 key partners that we are doing a calendar of events. So that are going to allow for all individuals living within that in, in the building the 60 units to participate in. So it's not, it's not segregated just to Calverman individuals or individuals living in those 1212 units. It's for the entire apartment building. So, and we're very excited because we're bringing some really unique things to the center. We will have a fitness room, it's a small fitness room, but we are partnering with one of our fitness partners to bring in fitness for the entire building. Again, you know, we're, we're doing some cooking classes.

{ 31:54 }

Financial institution has partnered with us to do some some budgeting in in cooking classes and just different things that we are looking to again provide that how to be a good neighbor concept. And I will tell you that my relationship just for those of you that may be thinking political because yes, we did get off to a difficult start.

However, we've established, I've established a great relationship with our Councilwoman who is supporting obviously both the constituents of the area, but also the Calverman Center. And we've actually have developed a great report and have brought her into, I wouldn't see the decision making around certain things, but actually keeping her in the loop as much as possible so that the constituents are as

well informed as possible. So we're even considering allowing council meetings to be held within our center. So that's kind of again, as they go back to being that good neighbor is establishing that.

{ 32:55 }

I think we've had a rough start, but I do think that that's much better than where we were.

Speaker 7: { 33:01 }

So the other thing I think Darren wanted to know about, in addition to that, we actually created 7800 square feet of community facility where a government will be in the building, but will provide these services as well. So it it, it's right there in the building. It's not only for the residents of the building or the IDD folks, it's for anyone they serve. And so it was a good use of community facility money, which you can get through the agency with, but you have to have at least anyway. So there it's really reaching out and becoming a good neighbor and providing services across the board. So it's great.

Speaker 5: { 33:40 }

And, and two points I want to echo, it's it's very difficult to convince people if there aren't any good examples of, you know, modern, affordable and supportive housing in a community already.

{ 33:52 }

And you, so you did a lot of heavy lifting to convince this community and I think that we're going to be more successful again, you know, next time there's a proposal for this part of Utica. So thank you for that. I, I do need to move on. I want to and thank you so much for all of your work from both of your both of your firms really invaluable. I want to move on and and introduce Ayana Weiner, who if you, again, if you've viewed last year's presentation, we didn't have Ayana at that time. So we're so grateful that she would join the agency this past October. I think it was Ayana. And it has become our downstate development director. And she can describe to you her, her territory and her background, but she brings just a wealth of knowledge to the agency. And we're so glad to have her. Ayana.

Speaker 8: { 34:50 }

Thanks, Darren, and it's good morning. It's very nice to meet you all. I'm very happy to be welcome to the discussion today. So again, my name is Ayanna Weiner. I am the Downstate Development Director for HCR, which means that I cover Rockland, Westchester, New York City, the Five Bros and Long Island. And as Darren mentioned, I've been at the agency for about 6 months, although it is my second time back. I was previously with the mortgage Insurance fund as an attorney. So I have a several years of experience in affordable housing and I'll just say that it's been a number of different capacities. But I started with the city agency called HPPD, Housing Preservation and Development. And my job there was to oversee a program to improve some of the buildings in the different City Council districts throughout the five boroughs that had the worst sort of violation records.

{ 35:49 }

And it was really eye opening to me to see just it hit it brought home the real need for affordable housing, for safe, high quality housing and how you know it have sort of in the existing stock. There were folks who are not really taking care of buildings and kind of what could be done about that. But over the years I've worked with developers and also for the city of New Rochelle and those experiences were really eye opening to what can be done to, to build and and how fund how affordable housing is funded and particularly for supportive housing for folks with different needs. So I'm very happy to be a part of this discussion. I am also very thrilled to be working with Darren and Lenny and learning from from their experience. So as I will reiterate, Lenny mentioned, please reach out to me. I am happy to speak with you about anything that you're considering for your your different constituencies and the affordable housing that they so rightly deserve and need. So I will just pass it back to Darren to introduce who is coming to speak next. Thank you.

Speaker 5: { 37:01 }

Sure, Yeah. And let's see, I think maybe Lenny, do you have a peer testimony you want to share or do we want to open it up to some of our developer partners that I see have joined us I'd.

Speaker 3: { 37:17 }

Rather I I I have one.

Speaker 4: { 37:18 }

Person I want.

Speaker 3: { 37:19 }

To ask, but I think I'd rather live. I'd rather have the people from the audience ask any questions that they have 1st.

Speaker 5: { 37:31 }

While people are thinking about that, perhaps Kent, Ken Regan, I see you're joining us. I'll just be a little selfish and and take another person from my territory, but who I know is statewide. Ken, how are you? And would you, would you just spend a little bit of time telling us about your experience working with OPWDD in in your projects?

{ 37:53 }

I know you and Larry have recently opened a beautiful new development up in Glens Falls, for example. Yeah.

Speaker 9: { 38:00 }

It's, it's certainly my pleasure. Thank you for the opportunity to speak. I would echo what was said by, you know your other development team that the idea of working with HER&OPWDD has become comparative to some of our other developments, really a good way to work. We've been able to achieve the goals of our our partners on the service side and really have gotten the support from the state agencies that we

don't see in every state that we work in. We we work in in New Jersey and Connecticut and Pennsylvania and New York and New York has really gone the extra mile to make sure that the type of housing that we're talking about today is happening. And we've been lucky enough to partner with some of the folks that are on this Zoom call. I see Hank Lobb there from Springbrook.

{ 38:54 }

And you know, we we've been able to take larger developments and create integrated settings for people with IDD. And that ability is not something that's easy to do. But we have a state agency network between OPWDD and HCR that really is supporting that effort. And I think that that's something that just makes this possible. I know that you were talking about 3 different ways to make this work. And I think all three should be attempted, you know, based on the, the experience levels and desire for headache that an agency has. But from our perspective as a developer, we've been lucky enough to to partner largely through the OPWDD choosing process with some really excellent quality service providers to make that happen.

{ 39:49 }

As I was saying, Hanks on from Springbrook, we're just finishing up a development Aaron, that you mentioned in on Broad Street in in Glens Falls and we're partnering with AIM services who Derek Taylor and Josh Phelps. Derek is a is a graduate of of John and Carol's housing process and the experience that he got. Through that process and through the process that we're in right now is really invaluable to a housing development and we've been able to work through the issues that naturally are roadblocks to easy success. When you're working with a special needs population in a larger affordable housing development, you have to make sure that you're meeting requirements for income and services at the same time. And the ability of AIM in that situation and the ability of Hank's group, Springbrook and others that we've worked with is really crucial to making this happen. So I was, you know, happy to see that the experiences that were talked about earlier are things that we've seen as well.

{ 40:58 }

And I think that as you think about what you want to do, certainly, you know, as an agency, there are developers just like me throughout the state that do this and bring that guarantee structure, which is really crucial. You know, if they're asking for millions of dollars of guarantees, service agencies don't often have that capital to, to make a tax credit investor comfortable. So that's one way bringing in a developer partner that can really help. But I think that it flows both, it flows both ways. And I won't talk for too long. We've been lucky enough, as I said, to work with a lot of really good service providers and the ability for approvals of projects locally. And and Stephanie, you were talking about it earlier, I think really is enhanced by the team that is put together on the nonprofit for profit partnership.

{ 41:56 }

And we found that going through planning boards and municipal approvals for, you know, different pilots that you might want for tax abatements really can be assisted

by the team effort of the nonprofit. And very often we have people who are working with a nonprofit that have connections with people in the local municipalities that make this happen. And I can't tell you the number of times where we've been in front of a planning board where somebody says, I support this, not because I know the Regan Development Corporation, but because I know, you know, I have a relative or a friend or a family friend that has somebody with IDD. And this is something that's so needed throughout the state and throughout my community. And and that really is, you know, something that you bring to the table that perhaps a developer might not have if they're coming in from out of the area. Darren, I don't want to talk too long. I don't know what you're that's.

Speaker 5: { 42:53 }

Great, Ken. Yeah, yeah, no, this is great. Thank you so much.

{ 42:57 }

And and I want to open it back up, but first week, Lenny, we've got a couple of questions coming in, if you don't mind fielding them. First one is wondering if these are projects. Oops, where'd it go? So I think the question was can the tenants stay indefinitely? And then we have a question about are there consultants who can help identify sites and resources?

Speaker 3: { 43:23 }

Sure, HCR.

Speaker 4: { 43:24 }

Has a, a, a.

Speaker 3: { 43:27 }

Strong anti displacement philosophy and that basically residents can stay there.

Speaker 4: { 43:35 }

As long as they're.

Speaker 3: { 43:36 }

Income eligible. If they're not income eligible, there is a sort of a graduation process that is implemented by the agency. There are consultants that are available to help you. And practically any portion of this, you know, what I would recommend doing is first interacting with Darren.

{ 43:57 }

I, Anna myself tell us your story. You know, I, we will challenge you to look at I, I, I prefer the first option. Try people do it by themselves first. But if that's not possible, I we can share sets of partners and consultants that have helped other sponsors succeed in this space.

Speaker 4: { 44:23 }

Great.

Speaker 3: { 44:23 }

They answer all the questions there's.

Speaker 5: { 44:24 }

Another is there more questions? Let me see. So we have one about New York City. Are there any recent success stories in New York City that you can tell us about?

Speaker 3: { 44:38 }

My, my I again, I don't know if anyone, if one done or any of the one done, I think has had the most who's a very well regarded for profit developer has done the most successful work that I'm aware of in the city of New York. I ended.

{ 44:56 }

I mean, you're, I don't know if any of or any people in the audience or people who've worked in New York City either working directly with with Martin Dunn or other examples in the city of New York that would want to share them.

Speaker 8: { 45:11 }

So I don't recognize names of folks that I've worked with so far and I haven't been here long enough to to say about recent success stories. But I will say that I do get regularly calls from nonprofits or quite frankly, developers who want to do this work, who are looking to work with nonprofits to be the service provider. So I think that particularly in that it's a priority for the state and, and there's, you know, funding from the housing planned and from this year's budget for supportive housing that if you, if this is something you want to do, please do reach out to us because there are, there are both consultants, their development partners and you know, funding.

{ 46:00 }

We're also hoping for a second housing plan that would be a second sort of five year infusion of funds to do this type of work. So we certainly would encourage you to reach out to us to talk more about what you're looking to do.

Speaker 2: { 46:13 }

And, and Lenny, this is John. Just to add into what Ayanna was saying, the former development centre in Brooklyn was essentially torn down and has been converted into affordable housing with many set asides for people with developmental disabilities. In addition to the work that Mark Martin's done. And agencies such as Services for the Underserved and several other agencies whose names skip my head right now are very actively involved in in promoting those opportunities. So yes, it's it's been done in the city.

Speaker 5: { 46:52 }

That's terrific. So we're looking at the chat box.

{ 46:57 }

No, no recent questions. Feel free to ask the Hank Loeb or Dan Brown. We welcome your perspective. I want to give you a little some exposure here to this community that I know you've done work with already, but may not know you Sure. So, yeah, my name is Hank Loeb. I'm one of the assistant directors of Community services at Springbrook. And as Ken was talking about earlier, we worked on a project together

called Century Sunrise Apartments, which is in Johnson City, NY, in which Ken and his crew took two abandoned factories and converted into 105 apartments. And out of those 105 apartments, there were 26 set asides for people who receive OPWD services. And, you know, you know, we, we applied to be the support agency and were awarded that.

{ 47:56 }

And it's just been a, a great experience for us, you know, for, for an agency like Springbrook to kind of get its feet wet, it really worked well for us to partner up with a developer like like Regan. And it's just been a great experience. You know, as as Ken was saying, you know, we, we've been allowed, we have a couple offices there. We, for those who choose, we have, we provide self-directed services in house, which allows us to provide a little additional support. But we've really worked hard with, you know, the local OPWDD offices and the property manager to, to really provide an inclusive living situation. You know, pre pandemic we had done things like age or building wide. We did a trunk or treat. We had a Thanksgiving meal. We had a a Christmas.

Speaker 9: { 48:53 }

Meet and greet with.

Speaker 5: { 48:54 }

Santa So just a lot of events like that to really include the entire building and the the surrounding community has been wonderful for us.

Speaker 9: { 49:04 }

Lenny, just add, add to that for one second. I'm sorry. I think that part of what Hank is talking about is a really, really valuable thing for the goals of this type of housing and the goals being to integrate folks with special needs into a larger community that they can thrive in. And Springbrook and, and Hank specifically have worked very hard to make sure that all the activities that we are doing on site, and certainly this was mostly pre pandemic, but it'll, it'll hopefully open up against soon. But all of those activities were activities that the whole building could participate in. And so it really creates a wonderful setting for both the people with special needs, but also the overall building because everybody comes together as community and that's really what people are looking for regardless of what their special, you know, situation is.

Speaker 3: { 50:01 }

If I can chime in, you know, essentially sunrise that that is, is probably one of the I've worked aids for going on my 37th year is probably in my top 10 most impactful projects I've ever worked on. So thanks for all involved. I is someone Robin asks, is there a date when applications are due on the HFA side of the coin, which is the way we did century sunrise. You can apply anytime for unified funding, which is a nine percent path, which is that's a usually twice a year submission for that.

{ 50:42 }

I was wondering if I could ask from testimony from Janice Jenison Bealemeyer from

Heritage Christian Home, who probably, you know, who probably was about the first people that ever worked with the agency on these collaborations and still working on it. So Jenison still on the.

Speaker 7: { 51:05 }

Sure. Hi, I think actually my name is Jonathan Bielemeyer. I work for Heritage Christian Services. I have been there 21 years and have worked with Lenny probably the entire 21 that I have been there. I think Lenny covered pretty well our history, how we got started utilizing low income housing tax credits to build traditional group homes. And then Steph from Edgemere covered pretty nicely our Heritage Gardens project, which was an awesome project that we worked on with Edgemere and home leasing and HCR to develop 82 units of housing of which 17 are set aside for individuals with developmental disabilities.

{ 51:51 }

And just looking at the questions in the chat that that project opened in 2018, out of those 17 units, we've only had three individuals who have moved out and we have a wait list about as long as the number of units that we have. So there is no shortage of demand for what we are providing there. I get calls on a pretty regular basis from people who are on the wait list or people who are looking to get added to the wait list. And I will just say that overall, the 21 years that I have been working with Lenny and HCR have been awesome. They are fantastic partners to work with and very collaborative when as Lenny said, I think we got ISH funds before ISH funds were ISH funds. I think that ISH wasn't really a thing when we started the talks about Heritage Gardens. But because of our experience with HCR and tax credits, OPWDD kind of started working with us on how to integrate it into bigger projects.

{ 52:53 }

So and HCR was a great partner in figuring out how to make that work through the ups and downs of figuring out exactly how it would all plug in and how that application process might work. It was a great experience.

Speaker 3: { 53:09 }

Thank you. Thank. Thank you. I was just looking at the questions in a chat room from Allison and from Trish. I would say I think supportive. You're absolutely right, Allison, supportive housing means something completely different depending on the model and the services. I think the route to the best way to get to this stuff is to reach out to Darren. I honor.

Speaker 4: { 53:31 }

Myself, depending on your direct your geography.

Speaker 3: { 53:35 }

And we can help walk you talk it through the same Trish on on Suffolk County.

Speaker 4: { 53:41 }

I am aware of.

Speaker 3: { 53:42 }

These these programs, I, I was temporarily helping out downstate. I think the way to deal with this is reach out to Diana. We can walk you through the details of what you're asking about so that you can best proceed.

Speaker 2: { 54:01 }

Let me just say one thing. We have a seminar coming up that's being provided by the folks from HPD in the city and they're going to talk about the lottery and the process there. So that will be available to everyone. We'll make sure everybody gets to hear about it when when it's been recorded.

Speaker 7: { 54:20 }

May I ask a question? Sure. I'm curious to know if, if you know of any examples that exist for developments that have created, that have created not just the actual units for rent, but have also created possibly like hesitate to say community, but possibly like something where there's also, let's say, for example, a commercial space where they're also creating job opportunity.

{ 54:54 }

And it's not for residents to just stay within the unit, but that are also open to the public so that they're sort of incorporating other services like employment or, you know, social, social groups by classes for the tenants and so forth. If any of that exists. And if so, can you tell me what those are just into?

Speaker 3: { 55:17 }

Them Rhonda or Jocelyn, are you in the on this?

Maybe not. We, we be honest with you. We have research. I apologize. The reality is that we have several projects that have the components you describe and we have programs that can work collaboratively to help finance it. Be it the community service facility component of Loan Housing Credit that was helpful in financing the Kelberman Center, and another program called Rural and Community Investment Fund that invests in community service facility space as part of an affordable housing project. What I would recommend doing is reach out to us. I can go through a lot more detail about that, but, you know, I, I, I'd rather have a one-on-one conversation or, you know, one on whatever number of people you want to have included.

Speaker 5: { 56:13 }

OK. And then Lenny, I just like to add to that if I can. You know at at Century Sunrise there is going to be a retail space there which we're hoping to you know for those who want can be employed there as well. And then also at Century Sunrise, one of the things we've done is we have a self advocacy group that, you know, is, is for the folks living there and it's open to everyone, not just the folks that we serve.

Speaker 3: { 56:41 }

I can also something is actually I think something interesting just as a that people

incorporated did, but also Happiness House.

{ 56:48 }

Did you know there are a lot of within the communities, you have a lot of elderly family members that have development disabled children that are increasingly really terrified about the fact that they may get sick and they're they may pass away and how do they take care of their development disabled children? And you know, one of the things that people Incorporated did in the city of Tonawanda and Happiness House did in Kendigua was to basically correct create housing opportunities working with another city to see homeless housing assistance program funds that basically were oriented to individuals who were who are risk of homelessness because of the health issues and age of their parents. That I think that was sort of again really pretty cool innovation on people Incorporated and Happiness Houses case and I think deals with a lot of the issues of our elderly parents and people with developments.

Speaker 4: { 57:44 }

Abilities I'd like to.

Speaker 5: { 57:46 }

Just jump in being mindful of everybody's time. This has been great. I've enjoyed it. I I think all three development directors would agree that this is a conversation starter.

{ 57:59 }

We're happy to spend more time with each of you should you want to call us or e mail us. I think we should each give our e-mail addresses again, especially Ayana's because hers was not provided in last year's presentation. So I'll start by saying again, I'm Darren Scott, Upstate E development Director. So the territories, everything north of Westchester and Rockland out to, but not including Syracuse. And you can reach me by my e-mail address, which is DARRE n.scott@nys.hcrexcusemenyshc-r.org.

Speaker 8: { 58:39 }

Hi, I put my this is Ayana and I put my information in the chat, but I'll just repeat it. It's Ayana Weiner, and I cover Rockland, Westchester, New York City and longisland.weinerwayner@nyshc-r.org.

Speaker 2: { 59:03 }

And this is John. I'd like to say again, thank you to all of the folks from HCR, from Lenny, Darren and Ayana. And this has been so much information to try and get into one hour. But remember you can always follow up. All of the folks at HCR are very accessible, keen to help and we've got a great record of working with them. So if you have questions and follow-ups, let us know. We can make sure that they receive them. And again, if you want to review the presentation that Darren made earlier last year, it'll be available as well. So any last words, Darren, Lenny or Rihanna?

Speaker 5: { 59:45 }

Thank you for the opportunity. Yeah, it's always a.

Speaker 8: { 59:47 }
Pleasure. Thank you.

Speaker 3: { 59:48 }
Tell us your.

Speaker 4: { 59:48 }
Stories.

Speaker 7: { 59:49 }
Thank you.

Speaker 2: { 59:52 }
Take care everyone. Thank.

Speaker 5: { 59:53 }
You thank you to all of our partners out there.

Speaker 1: { 59:55 }
Everyone, thank you.

Speaker 7: { 59:56 }
Thank.

Speaker 2: { 59:57 }
You bye, bye.

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