



LISC Greater Newark Housing Development  
Training Institute (*HDTI*)

7.13.2021

# Today's agenda and speakers

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## Welcome

- Tray Deadwyler, Consultant, Think for Good

## Introduction to LISC and HDTI

- Jorge Cruz, Executive Director, LISC Greater Newark
- Judith Thompson-Morris, Deputy Director, LISC Greater Newark

## Program design

- Helen Dunlap, Consultant
- Deborah Boatright, Consultant
- Kwofi Reed, Senior Program Officer, LISC Housing

## Hearing from past participants

- Ambrea Mikolajczyk, owner of ARK Restoration & Construction
- Monica Salguero, Program Officer, LISC Housing

## Q & A

# Our Model

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**LISC is an investor, capacity builder, convener and innovator.**

## **Pool Public and Private Dollars**

We raise funds from philanthropies, corporations and financial firms, federal, state and local governments and through the capital markets.

We also generate income from consulting, and lending services.

## **Work With Local Partners**

Through a network of local offices and community-based partners across the country, we provide grants, loans, equity and technical assistance.

We also lead advocacy efforts on local, regional and national policy.

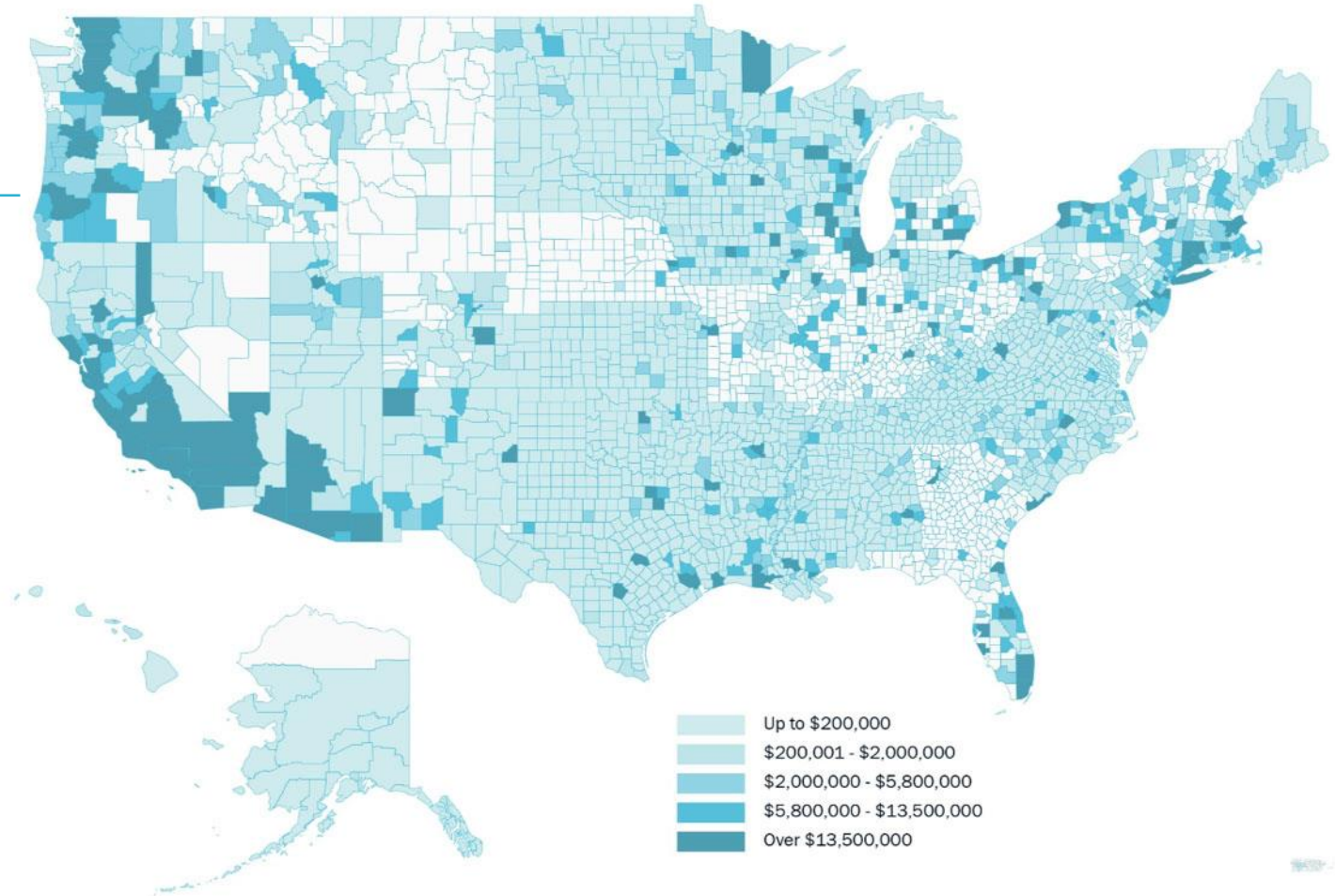
## **Support People and Places**

By investing in housing, businesses, jobs, schools, public spaces, safety, youth, health centers, grocery stores and more, we catalyze opportunities in communities nationwide.

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**We have made  
investments  
in every state.**

Investments by  
US county



# Since 1979

**\$24 Billion Invested**



**\$69 Billion Leveraged**



## 436,320 Homes

**Affordable homes and apartments built and/or preserved including:**

- Multifamily rental
- Supportive housing for special populations such as chronically homeless, LGBTQ, seniors and veterans
- Affordable homeownership

We also emphasize sustainability through green, healthy housing and transit oriented development.

## 74.4 Million Square Feet

**Square feet of commercial, retail and community space, including:**

- Early childhood centers
- Schools
- Fields/recreational spaces
- Healthcare centers
- Grocery stores
- Financial Opportunity Centers

## \$466.5 Million

**Total Net Assets**

- Net worth has increased 67% in the past 5 years
- Raised \$249 million in private grant funds in 2020

## S&P 'AA-' Rating

**LISC is the first CDFI to tap the general obligation bond market, with a \$100 million issuance in 2017**

# Greater Newark-LISC

## History & Impact

Established in 1986, primary footprint consists of New Jersey's two largest Cities—Newark & Jersey City— and surrounding urban communities of Irvington, East Orange & Orange.

With support from its affiliates, over \$386 million has been invested in the Greater Newark market leveraging \$822 million.

Contributed to the production of more than 2,600 affordable homes and apartments, and more than 820,000 square feet of commercial and community space.

## 2020 Highlights

LISC connected over 1,000 Newark-based individuals to training, employment, financial education and coaching.

Supported over 40 businesses through COVID relief grants totaling \$417,000.

GNL critical partner in establishing and supporting the local *Ascend* program.

Launched a program with two trusted partners to advance women entrepreneurs of color through business support and technical assistance.

## Community & Economic Development Focus

Investing in physical and social assets to revitalize Greater Newark's most distressed neighborhoods, housing, main streets and local businesses.

Offering financing and flexible loan opportunities for mission-aligned, nonprofit CDCs, developers of color, and for small, for-profit businesses.

*NOTE – Much of LISC's lending/investment activities can be directed to much of the State's low- to moderate-income (LMI) markets.*

# HDTI Program Overview

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- Program has three goals
  - **Increase the development capacity** of affordable housing developers by providing practical, comprehensive, and intensive skill training in affordable housing development and community development strategies and techniques.
  - **Increase the supply of affordable housing** through the program's emphasis on production as part of the learning process.
  - **Foster a network of project management professionals** who serve as a resource to each other, share information and provide peer support throughout their careers.
- Signature program of LISC California but substantially tweaked for the reality of building affordable housing in New Jersey.

# Who should apply?

- Staff and individuals working at **for-profit and nonprofit organizations** involved in the development of affordable housing, particularly with a **focus on the Greater Newark area. BIPOC- and women-owned firms** are encouraged to apply.
- Developers located in other parts of NJ such as **Camden**, interested in serving the Greater Newark market.
- Developers engaged or in some aspect of community centered affordable housing development **servicing communities of color.**
- Developers seeking to build their affordable rental development skills via **practical, real world examples and shared experience.**
- Individuals and staff working at organizations who have historically been active in affordable housing development and seeking reengage with the **Greater Newark affordable housing development ecosystem.**
- Individuals/developers who are able and willing to make a commitment of approximate **5 – 6 hours per week** for in class time and some prep time beginning in late August through mid-November.
- Developers interested in learning more about how best to develop affordable housing in **partnership** with other organizations .



# Curriculum

definitions of common real estate development terms

exploration of the key components of sound, socially responsible property and asset management

extensive financial feasibility and analysis instruction

housing finance - the "in's" and "out's" of public resources

instruction on how to use computerized spreadsheets

- how to select, organize and manage a development team
- understanding and managing the development process
- identifying and accessing funds for development
- feasibility analysis
- identifying sites and obtaining site control
- single-family new construction and rehab
- tax credit projects
- resolving planning and zoning issues
- construction management
- marketing and lease-up
- introduction to property and asset management

# HDTI Schedule

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Applications due **7/29**

Notification of acceptance **8/4**

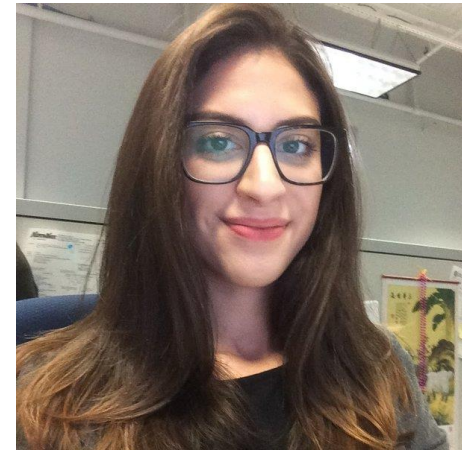
Orientation: Week of August 8 **(TBD)**

Session 1: **August 24 (2:00 – 4:00 pm Eastern)**

Sessions 2 -22: **Each Tuesday (10am-noon Eastern) and Thursday (2:00-4:00 pm Eastern)**

Session 23: **November 15 (10am-noon Eastern)**

# What do past participants say?



Hear from Ambrea and Monica!

