

IDD Housing Access Pilot Program (IHAPP) Technical Assistance Series: Real Estate Development Overview

Community Housing Network, Inc.

Red Maple Resources, Inc.



Opening Doors • Transforming Lives.

Today's Goals



Provide key IHAPP program requirements and definitions



Review the basic real estate development process



Share early considerations for basic real estate feasibility and inclusion



Focus on concept and development process



Apply this process to IDD housing projects

Future Technical Assistance Session Topics

- Development Team and Site Selection
- Development and Operating Pro-Forma
- Service Coordination and Community Inclusion
- Construction and Asset & Property Management

If you are interested in any of the topics above, please join us! We will be sending out communication regarding the session dates in the near future.

Why IHAPP Exists

- People with intellectual and developmental disabilities (IDD) may face extremely low income, lack of accessible housing, aging caregivers, and limited housing options
- IHAPP expands community-integrated housing that supports independence and choice

About IDD Housing Access Pilot Program (IHAPP)





IHAPP Program Goals

- Expand affordable housing options for people with IDD
- Support mixed-income and mixed-ability models
- Fund rental and homeownership opportunities
- Prioritize households $\leq 30\%$ AMI
- Projects must include community integration, long-term affordability, accessibility

Types of Projects Supported

Rental: apartments, small multifamily, or scattered site

Homeownership: single-family, condos, & DPA

Other: New construction, rehab or preservation

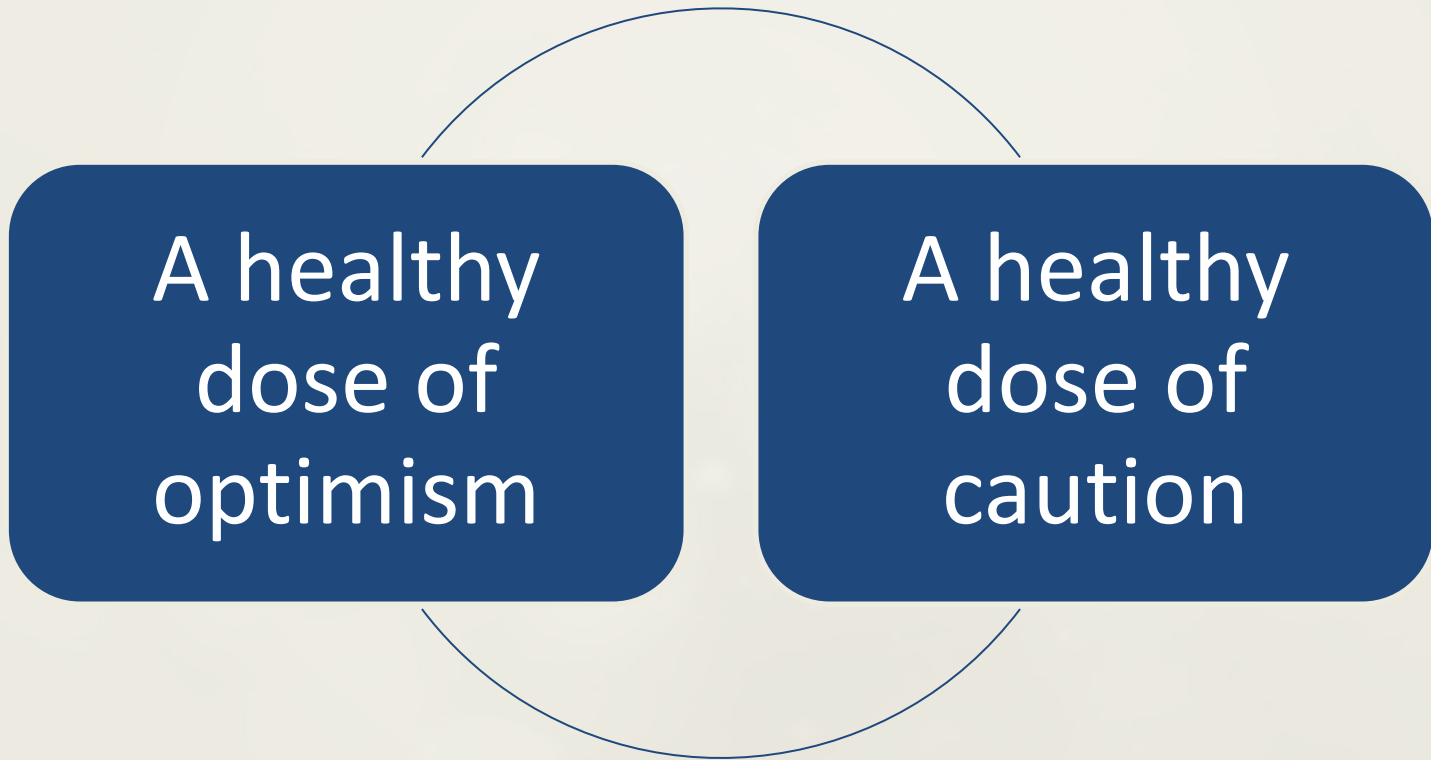
Disability Forward Integration

- Mixed-ability housing
- Units integrated among non-IDD residents
- Avoid campus-like developments
- Alignment with HCBS Settings Rule

Real Estate Development Process

Concept,
Feasibility,
Predevelopment,
Underwriting,
Construction,
Operations

What are the most important traits for an affordable housing developer?



A healthy
dose of
optimism

A healthy
dose of
caution



Please respond in
the Teams chat:

How long do you think it
takes for an affordable
housing project to go
from the concept phase
to completion of
construction?

Typical Development Timeline

Total: 2–4 years
timeline

Concept: 2–6 months

Feasibility: 4–8 months

Predevelopment: 6–12
months

Construction: 12–24
months

Lease Up: 3-6 months



Cost Allocation

Concept Phase 0-5%

Feasibility Phase 5-15%

Predevelopment Phase 15-30%

Underwriting Phase 10 -20%

Construction Phase 40-75%

Operation Phase 5-10%

What is the Concept Phase?



Determine Use

Community Engagement



Identify Site



Determine Development Constraints



Analyze Local Factors

Concept
Phase
Questions

Who do we want to
serve?

What type of housing is
needed?

What role will our
organization play?

Who are potential
partners?

Questions While Determining Use

Who do you
want to
serve?

How do you
want to serve
them?

What role do
you want to
play?



Determining Use

Apartments, small
multifamily, condos, SF
homes, mixed-use

Consider independent living,
mixed-ability, accessible
design

Community engagement,
collecting data

Site Identification

- Is site available, cost, near transportation/services?
- Does location support community inclusion?
- Will the seller sell?
- What is the price?
- Is the location right?
- Is the size right?
- Will it meet the needs of who you want to serve?

Development Constraints

- Zoning
- Environmental Issues
- Political Opposition
- Physical Limitations
- Market Barriers





Local Factors

Traffic Counts

Comprehensive
/Master Plans

Zoning Maps

Existing Market
Studies

Appraisals

Local Transit

Walk Score

Choices After Concept Phase

- Abandon Project
- Reconsider
Concept Stage
- Proceed to
Analysis Stage



Feasibility Questions



Is there demand? Can project be financed?



Are rents/prices viable?



Does project meet community needs?

Basic Financial Feasibility

Revenue must cover
operating costs,
maintenance, reserves,
debt

If not: financing gap
exists; IHAPP helps fill
gap

Predevelopment Activities



Site Control



Development
Team



Site Plan



Secure Public
Approvals



Create New
Legal Entities



Secure Funding



Develop
Market Studies

Secure Site Control

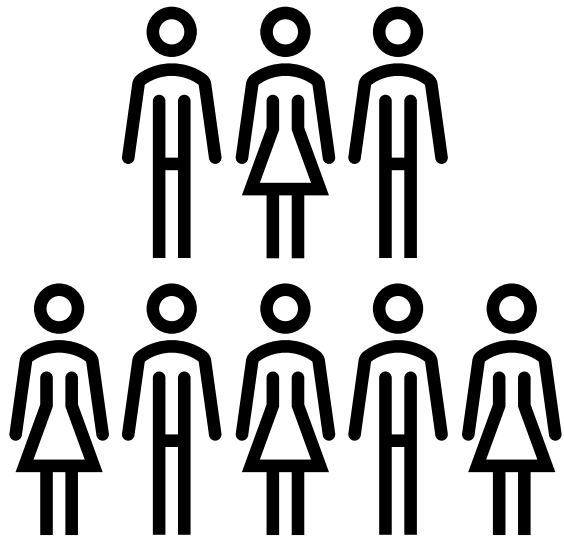
- Option
- Purchase Agreement





Development Team

- Make sure you work only with people that have experience in development, design, and management in the type of housing you are proposing.



Development Team

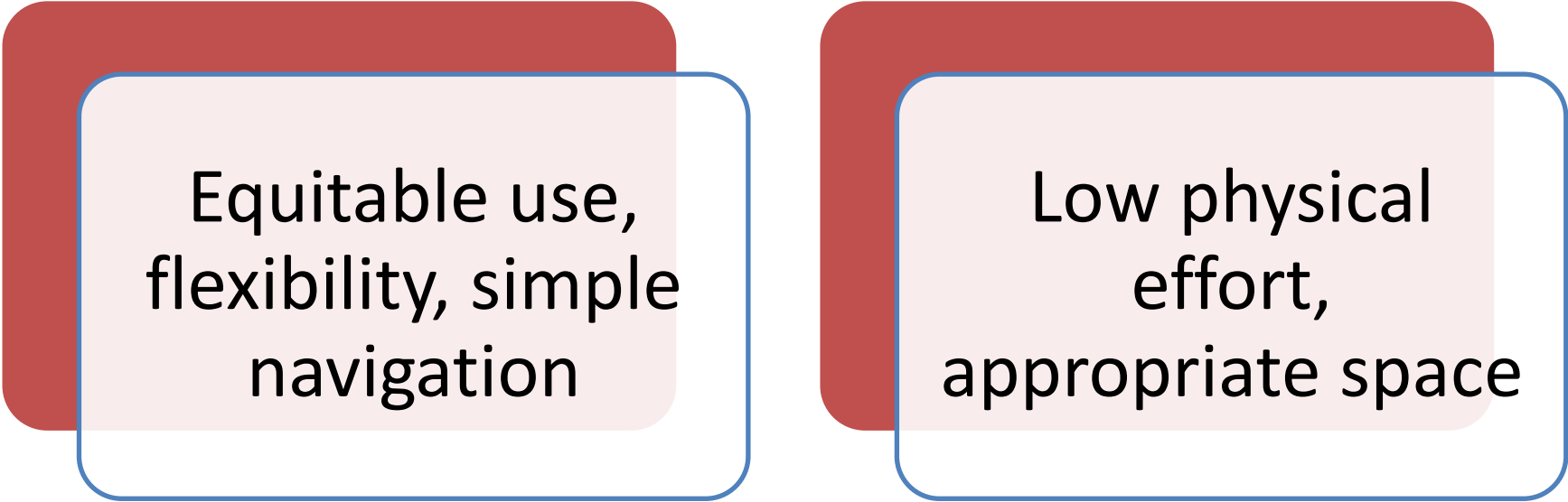
- Developer
- Architect
- Contractor
- Attorney
- Market analyst
- Property manager
- Local officials

Site Plan Design

- Work with architect, general contractor, property manager and city officials, community members on site plan design
- Get feedback and into the design
- Be the good neighbor you are going to be



Universal Design



Equitable use,
flexibility, simple
navigation

Low physical
effort,
appropriate space

Neuro-Inclusive Housing

Sensory-friendly design, calm environments

Clear wayfinding, flexible design

Supports autonomy, safety, belonging

Housing Design for IDD

Sensory-friendly
design, clear
navigation

Adjustable lighting,
quiet spaces, step-
free access

Services and Housing

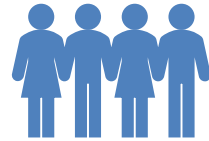
- Housing & services separate but coordinated
- Self-Directed
- Life skills, case management, transportation
- Participation must be voluntary



Transportation & Community Access



Access to transit,
proximity to
jobs/services



Supports
community
participation



Walkability to
Amenities

Community Integration

- Access to community, transportation, jobs, services
- Supports social participation and resident rights
- Required under HCBS Settings Rule

Secure Public Approvals

- Zoning Changes
- Site Plan Approval
- Letter of Support
- Funding Approvals
- Tax Abatements
- Environmental Reviews



Secure Funding



Prepare and submit funding applications



Signed commitments by all funding sources




Disbursement schedule agreed upon by all financiers (Cash Flow Projection)



Construction and permanent financing should be committed



Predevelopment
Risks

- Project will never make it to construction
 - Lack of financing
 - Regulatory obstacles
 - Political Opposition
- 

Construction Phase

- Build Project
- Manage General Contractor
- Manage Architect
- Obtain Certificate of Occupancy



Construction Risks

Insufficient funds
to complete
construction

Contractor does
not finish job

Contractor does
not meet
schedule

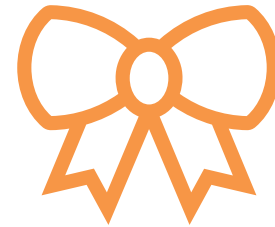
Cost overruns,
change orders

Developer goes
bankrupt

What's Next?



Lease Up & Celebration!



Ribbon Cutting and
Publicize your Success!

Next TA Session

- Development Team + Site Selection
 - Partners, site analysis, zoning, municipalities



Questions & Discussion

What projects are you considering?

What challenges are you encountering?

What technical assistance would help?