

REPRESENTATIVE DEVELOPMENT EXPERIENCE BY PROJECT TYPE

REPRESENTATIVE EXPERIENCE: FAMILY, AFFORDABLE & MIXED-INCOME/MIXED-USE HOUSING

Project name/Location/ Project Sponsor(s)/Year Completed	Number of units	Project Type & Target Population Construction Type/Role in Project	Development Cost/ Major Sources of Funding
Sawyer Hill Co-Housing Berlin, Massachusetts In construction 2008	68	New construction of 68 units of two adjacent co-housing communities Role: Laurie Gould, financial consultant	\$24,800,000 Private mortgage financing and owner equity
Pond View Village Gloucester, Massachusetts Sponsor: Cape Ann Housing Opportunity , Inc. Status: 2 phases completed in 2006	84	Adaptive re-use of 20-acre former glue factory in multiple phases, including affordable family rental housing and mixed-income condominiums, as well as community space. Role: Louise Elving and Laurie Gould, Project managers	\$24,000,000 LIHTC, HOME, CDBG, Housing Stabilization Funds, Affordable Housing Trust, HomeFunders, private mortgage financing, foundation support
YWCA of Boston 140 Clarendon Street Sponsor: YWCA of Boston, Inc. Completed 2005	144	Rehabilitation of the 160,000 square foot, historic headquarters of YWCA of Boston into 144 units of affordable and market-rate housing, a 40 room boutique hotel, commercial space, a restaurant, theater and school. Role: Jennifer Gilbert, Project director	\$50,000,000 LIHTC, Historic Tax Credits, HOME, HIF, CDBG, McKinney, City of Boston Leading the Way, private mortgage financing, foundation support
New Hope Apartments Lowell, Massachusetts Sponsor: House of Hope Completed 2005	11	New construction of service-enriched housing for formerly homeless families. Site is adjacent to House of Hope family shelter, which will provide social services. Role: Laurie Gould, Project manager	\$2,100,000 HOME, CDBG, McKinney, Housing Stabilization Fund, Affordable Housing Trust, AHP
Pine Woods Stockbridge, Massachusetts Sponsor: Construct, Inc. Completed: 2006	30	New construction mixed-income rental housing. Role: Laurie Gould, Finance manager	\$6,273,000 LIHTC, HOME, Community Preservation Act, Affordable Housing Trust Fund, Federal Home Loan Bank AHP, private mortgage financing
Reviviendo Family Housing Lawrence, Massachusetts Sponsor: Lawrence CommunityWorks Completed 2003	17	Scattered-site family housing with four rehabilitated historic units and one new construction building. Role: Laurie Gould, Finance manager	\$3,300,000 HOME, CDBG, AHP, LIHTC syndication, sponsor loans

Voces de Esperanza Holyoke, MA Sponsors: Nueva Esperanza & Franklin Res. Assoc. Completed 1998	36	Affordable family rental housing in one newly-constructed building and one comprehensive rehabilitation. Role: Laurie Gould, Finance manager	\$3,800,000 Federal Home Loan Bank AHP, CDBG, HOME, LIHTC syndication
TCB Dartmouth Boston, MA Sponsor: The Community Builders Completed 1998	83	Rehab of scattered site multifamily properties in the historic South End of Boston. Role: Laurie Gould, Finance manager	\$9,837,000 1st mortgage from Wainwright Bank, HUD Flexible Subsidy loan, LIHTC syndication
Perry Street Homes Lowell, MA Sponsor: The Community Builders Completed 1998	18	Rehab of multifamily triple-deckers. Role: Jennifer Gilbert, Project manager for Developer; Laurie Gould, Finance manager	\$1,967,000 MA lead abatement grant & Rehab Initiatives Fund, MHFA, LIHTC syndication
Hing Wah Yuen Philadelphia, PA Sponsor: Philadelphia Chinatown Development Corporation Completed 1998	51	New construction of mixed-income homeownership. Role: Louise Elving, Development consultant	\$5,800,000 Private bank financing, CDBG, AHP from Federal Home Loan Bank
Leyden Woods Apartments Greenfield, MA Sponsor: The Community Builders Completed 1997	199	Acquisition and rehab of mixed-income multifamily property. Role: Laurie Gould, Finance manager	\$14,250,000 HUD-insured Section 241 first mortgage, MA Housing Innovations Fund, Federal Home Loan Bank, LIHTC syndication
Auburn Court Cambridge, MA Sponsor: Homeowners Rehab, Inc. Completed 1996	77	Mixed income rental housing with landscaped courtyards, on property ground-leased from MIT. New construction. Role: Louise Elving, Development consultant	\$12,860,000 MA Government Land Bank, MHFA mortgage, AHP from Federal Home Loan Bank, LIHTC syndication
Warminster Heights Warminster, PA Sponsor: Warminster Heights Resident Assoc. Completed 1996	746	Comprehensive improvement plan for an existing, affordable resident-owned cooperative. Role: Louise Elving, Development consultant	Comprehensive refinancing plan
Langham Court Boston, MA Sponsor: Four Corners Development Corporation Completed 1991	84	Mixed income cooperative housing. Historically appropriate new construction around a central courtyard. Role: Louise Elving, Development consultant	\$14,000,000 MHFA mortgage, MHFA SHARP, City of Boston linkage, MA Housing Innovations Fund, LIHTC syndication

Franklin School Apartments Lexington, MA Sponsor: The Community Builders Completed 1988	38	Mixed income rental housing. New construction plus adaptive reuse of a former school. Role: Louise Elving, Project director for developer	\$4,563,000 MHFA mortgage, MHFA SHARP, LIHTC syndication
Tent City Boston, MA Sponsor: Tent City Corporation Completed 1986	269	Mixed income rental housing, with a day care center, commercial space and community room above underground parking. New construction. Role: Louise Elving, Development consultant	\$33,350,000 MHFA mortgage, MHFA SHARP, City of Boston linkage, foundation funding, LIHTC syndication

REPRESENTATIVE EXPERIENCE: PUBLIC HOUSING/ HOPE VI /MIXED-FINANCE HOUSING

Project name/Location/ Project Sponsor(s)/Year Completed	Number of units	Project Type/Construction Type/Role in Project	Development Cost/ Major Sources of Funding
West Broadway Boston, MA Sponsor: Boston Housing Authority Completed: 2005	133	State public housing demolition and new construction to create affordable rental housing at four income tiers. Role: Laurie Gould, financial advisor	\$35,000,000 Tax-exempt bonds, LIHTC syndication, state capital assistance funds, city loan funds
Coatesville HOPE VI Coatesville, PA Sponsors: The Community Builders & Housing Authority of Chester County Completed 2004	260	Public housing revitalization to create mixed-income rental and homeownership opportunities, plus historic rehab of mixed commercial & residential buildings. Role: Louise Elving, Project director for developer & program manager	\$34,000,000 HOPE VI, HOME, CDBG, State economic development funds, city loan funds, LIHTC syndication, historic tax credits
Preston Taylor Homes Nashville, TN Sponsor: Metropolitan Development and Housing Agency Completed: 2005	497	Public housing revitalization to create mixed-income rental & homeownership and rehab of community space. Rehab and new construction. Role: Jennifer Gilbert, Developer project manager, Program manager	\$61,000,000 HOPE VI, public housing capital funds, HOME, CDBG, private mortgages, downpayment assistance, local infrastructure funds, energy incentive, LIHTC syndication
Maverick HOPE VI, Boston, MA Sponsor: Boston Housing Authority Completed: 2006	646	Redevelop public housing for mixed-income rental housing. New construction Role: Jennifer Gilbert, Program advisor to BHA as consultant to Abt Associates; Laurie Gould, Financial advisor	\$130,000,000 HOPE VI & public housing comprehensive modernization funds, linkage funds, private mortgages, energy incentive, LIHTC syndication

Orchard Park HOPE VI, Boston, MA Sponsor: Boston Housing Authority Completed 2002	500	Redevelop public housing and adjacent sites for mixed-income rental housing including both new construction & rehab. Role: Louise Elving, Program advisor to BHA	\$96,000,000 HOPE VI & public housing comprehensive modernization funds, City of Boston infrastructure funding, LIHTC syndication
Spring Garden Apartments Philadelphia, PA Sponsors: The Community Builders and Spring Garden CDC Completed 2002	97	Rehab of scattered rowhouses as mixed income family housing. Role: Laurie Gould, Finance manager	\$13,100,000 Public housing comp grant funds, AHP from Federal Home Loan Bank, Philadelphia Redevelopment Authority funds, LIHTC syndication
Vine Hill Homes Nashville, TN Sponsor: Metropolitan Development and Housing Agency Completed 2001	170	Public housing redevelopment on 35 acre site. 152 mixed-income rental and 18 single family homes with 20,000 square foot community center. New construction Role: Jennifer Gilbert, Project director for Developer	\$23,000,000 HOPE VI, state housing program, UDAG repayment, foundations, LIHTC syndication

REPRESENTATIVE EXPERIENCE: ELDERLY/ASSISTED LIVING HOUSING

Project name/Location/ Project Sponsor(s)/Year Completed	Number of units	Project Type & Target Population/ Construction Type/Role in Project	Development Cost/ Major Sources of Funding
VNA Senior Living Community Somerville, MA Sponsor: Visiting Nurse Foundation Currently underway	99	Mixed-income assisted living community located adjacent to a public senior housing development, providing a full continuum of care to residents of both properties. Role: Laurie Gould, Finance consultant	\$26,161,000 Low-income housing tax credits, 202 Capital Grant, HOME, CDBG, Facilities Consolidation Funds, Community-Based Housing, Housing Innovation Funds, Federal Home Loan Bank AHP, commercial first mortgage financing
Capitol Square Apartments Pittsfield, MA Sponsor: Berkshire Housing Development Corporation Completed 2005	69	Comprehensive rehabilitation of historic elderly building in downtown Pittsfield. Role: Laurie Gould, Finance and Development consultant	\$10,250,000 Low-income housing tax credits, HOME, CDBG, Section 236 IRP decoupling, commercial first mortgage

Elkin Residence Philadelphia, PA Sponsors: Albert Einstein Healthcare Network and 4 local African American Churches Completed 2002	73	Adaptive reuse of former office building for affordable rental housing for elderly people. Role: Louise Elving, Development consultant	\$7,300,000 Section 202, HOME, AHP from Federal Home Loan Bank, foundation funding
Casa Caribe Philadelphia, PA Sponsor: Hispanic Association of Contractors & Enterprises Completed 1998	55	Affordable rental housing for the elderly. Adaptive reuse of a former industrial building. Role: Louise Elving, Development consultant	\$4,500,000 Section 202, CDBG
Second Avenue Revitalization Coatesville, PA Sponsors: The Community Builders & Cansler Investment Group Completed 1998	62	Affordable rental housing, 55 units for the elderly plus 7 for families. Historic rehab of 3 buildings plus new construction of 1 building. Role: Louise Elving, Project director for developer	\$6,600,000 CDBG, HOME, foundation funding, LIHTC syndication, historic tax credits
Sarah Allen Elderly Philadelphia, PA Sponsor: Friends Rehab Program Completed 1997	87	Conversion of a former hospital into affordable rental housing for elderly people. Role: Louise Elving, Development consultant	\$8,000,000 Section 202, CDBG

REPRESENTATIVE EXPERIENCE: SRO/SPECIAL NEEDS/HOUSING FOR HOMELESS PEOPLE

Project name/Location/ Project Sponsor(s)/Year Completed	Number of units	Project Type & Target Population/ Construction Type/ Role in Project	Development Cost/ Major Sources of Funding
Pittsfield YMCA Pittsfield, MA Sponsor: Pittsfield YMCA Completed 2002	44	Rehab of YMCA building to create service-enhanced efficiency units. Role: Laurie Gould, Finance manager	\$3,640,000 AHP from Federal Home Loan Bank, CDBG, HOME, MA Housing Innovations Fund, LIHTC syndication
Reed House Philadelphia, PA Sponsor: The Salvation Army Completed 2000	66	Single room occupancy with extensive supportive services for formerly homeless individuals. Adaptive reuse of former warehouse. Role: Louise Elving, Development consultant	\$6,233,000 PennHOMES from PHFA, City of Phil. Homeless Initiative Program, CDBG, AHP from Federal Home Loan Bank, LIHTC syndication

<p>Jardines de Borinquen, Hogar de Esperanza, & Proyecto Escalera Philadelphia, PA Sponsor: Asociacion de Puertorriquenos en Marcha Completed 1999</p>	135	<p>Four phases of housing to reclaim ten blocks of largely abandoned property. Rental housing for families, supported housing for the mentally ill, housing for people with AIDS and a community center. New construction and rehab. Role: Louise Elving, Development consultant</p>	<p>\$15,000,000 PennHOMES from PHFA, CDBG, HOME, AHP from Federal Home Loan Bank, Housing Opportunities for Persons with AIDS, LIHTC syndication</p>
<p>Woodward Park House Roxbury, MA Sponsor: Pine Street Inn Completed 1998</p>	12	<p>Group residence for formerly homeless, mentally ill individuals. New construction. Role: Louise Elving, Development consultant</p>	<p>\$450,000 Section 811, AHP from Federal Home Loan Bank, foundation funding</p>
<p>Kent Street Somerville, MA Sponsors: WSHE, Inc. and The Community Builders Completed 1998</p>	40	<p>Apartment complex serving formerly homeless women and children, with extensive community space. New construction. Role: Jennifer Gilbert, Project manager for developer; Laurie Gould, Finance manager</p>	<p>\$4,909,000 HOME, AHP from Fed. Home Loan Bank, McKinney SHP, City funds, MA Housing Innovation Funds, private mortgage, foundation funding, LIHTC syndication</p>
<p>Harrison Apartments Bridgeport, CT Sponsor: Central Coast YMCA Completed 1998</p>	102	<p>Renovation of a YMCA to provide service-enriched SRO housing. Role: Laurie Gould, Finance manager</p>	<p>\$9,700,000 CDBG & HOME, McKinney Section 8, Federal Home Loan Bank AHP, LIHTC syndication</p>
<p>Imani Homes Philadelphia, PA Sponsor: People's Emergency Center Completed 1996</p>	24	<p>Renovation of abandoned rowhouses as affordable, rental housing for formerly homeless women & children. Role: Louise Elving, Development consultant</p>	<p>\$3,100,000 PennHOMES from PHFA, CDBG, AHP from Federal Home Loan Bank, LIHTC syndication</p>