

Bedford & Victoria Station

Presented to: Prince George's County Council

Date: Wednesday October 19th 2022



Our History

- Urban regeneration company founded over 20 years ago
- Active owner and developer of office, retail, and multifamily
- Engaged in community development of neighborhood assets including: Schools, libraries, recreation centers, medical office buildings
- A leader in affordable and attainable housing with over 4,500 units developed or acquired, with nearly 4,000 units in the pipeline





Our Core Values Drive Us Forward



Creativity

We strive for innovation by following our curiosity and encouraging the discussion and implementation of new ideas.



Teamwork

We recognize that we will only succeed if we challenge and support each other.



Diversity

We foster an inclusive culture that promotes and values diversity of ideas, perspectives, and backgrounds to create a richer and more creative work environment.



Excellence

We thoughtfully pursue the continuous improvement of everything we do.



Experience Creating Extraordinary Places

\$3.3 Billion

Asset Under Management
(AUM)

\$1.9 Billion

Of Stabilized Assets Including Office,
Commercial & Retail

88

Current & Realized Projects
Over 24-Year History

6,500 Units

Current Owned Portfolio with 2/3
affordable

3.5 Million

SF of Neighborhood Facilities
Developed for Third-Party Clients

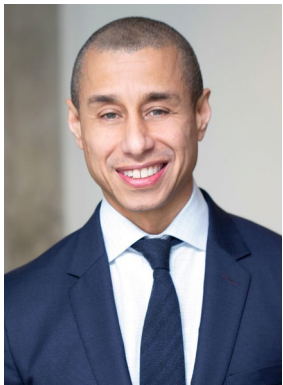
\$250 MM

Of Contracts Awarded to Diverse
Businesses in Last 5 Years



A Disciplined and Committed Team

- Steadfast commitment to working with residents, non-profits, and municipalities to deliver neighborhood assets that have direct impact on community, especially those in underserved neighborhoods
- Long-tenured Senior Management Team – 50% of team has 10 years or more tenure with the company
- A diverse team that reflects the communities we serve: 50% of our team identifies as BIPOC; 40% identifies as women



Jair Lynch
President & CEO



Ruth Hoang
SVP, Development



James Fennelly
SVP, Development



Rommy Abt
Chief Financial Officer



Anthony Startt
Director, Investments



Phuc Tran
Director, Investments

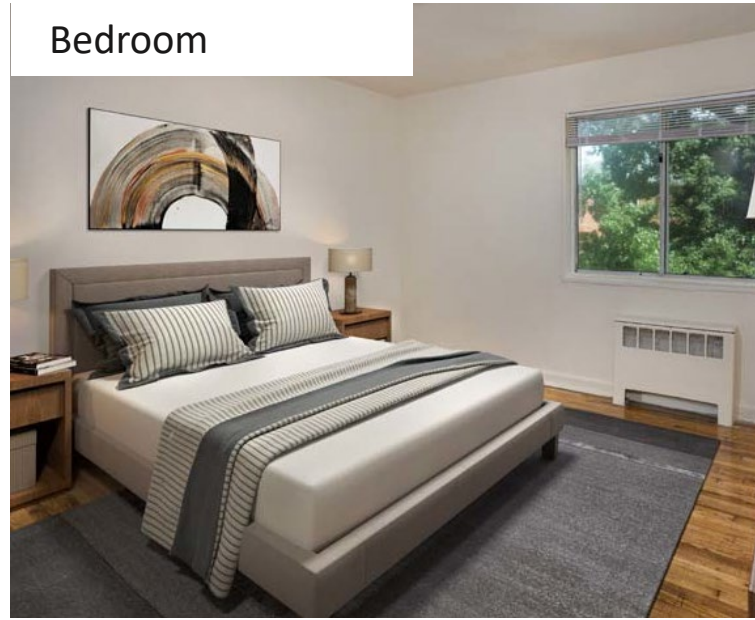


Ulysses Auger
Director, Acquisitions

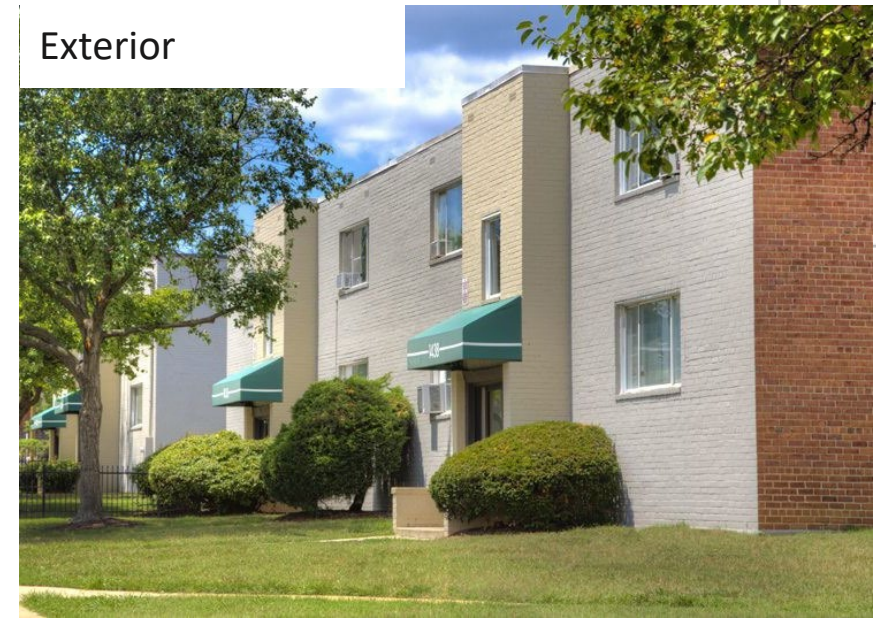
Kitchen



Bedroom



Exterior

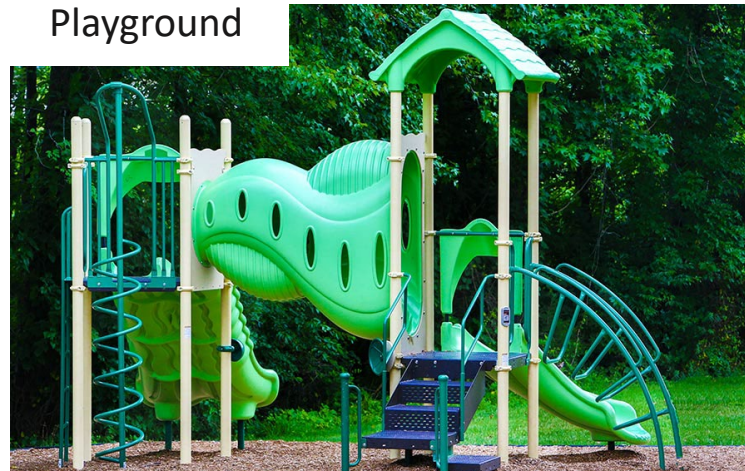


Bedford & Victoria Station

Living Room



Playground



Green Space





Community Overview

- Units: 587
 - Average Size: 768 RSF
 - Average Rent: \$1,386
- Location
 - ¼ mile to two future Purple Line metro stations
 - 7 min commute to University of Maryland
 - 10 Min commute to Silver Spring
 - CASA located on adjacent property (Villas at Langley)
- Opportunity: Preserve 75% (441) Units at 60% AMI
- Problem: Rent increases will outpace income growth, resulting in loss of Naturally Occurring Affordable Housing (“NOAH”) and lead to displacement
- Solution: Invest Public Capital to maintain rents at 60% AMI



Unit Mix

Unit Type		Count	SF
1 Bedroom	49%	288	679
2 Bedroom	51%	299	855
Total/ Average	100 %	587	768



Capital Improvement Plans

\$11.0MM

Over Initial 24 Months

1. Deferred Maintenance

Window replacement, façade repairs, security, pest control, appliances pull & replace.

2. Common Areas, Exterior, and Sitework

Asphalt & paving, drainage and erosion control, exterior lighting, exterior painting, halls & corridors, landscaping and amenities.

3. Mechanical, Electrical, & Plumbing

Electrical upgrades, sewer repairs, HVAC replacement

4. In-Unit Renovations

Flooring, lighting, paint, cabinets, and countertops



Financing // Sources & Uses

- Acquisition financing with traditional debt and equity
 - Purchase in May 2022
 - \$70.5MM Fannie Mae loan
 - \$32.0MM Investor Equity
- Total construction and rehab cost of \$12.8 MM require cash financing
- Public capital is 6% of total required capital

Sources		Amount
Permanent Loan - Fannie Mae	\$	67,436,000
Social Impact Investor - Equity	\$	50,202,632
ROFR Preservation Loan	\$	7,000,000
Total Sources of Funds		\$ 124,638,632
Uses		Amount
Construction or Rehabilitation Costs	\$	11,071,162
Fees Related to Construction or Rehabilitation	\$	121,087
Financing Fees and Charges	\$	555,081
Acquisition Costs	\$	112,207,052
Developer's Fee	\$	684,250
Total Uses of Funds		\$ 124,638,632

Note: Construction and rehabilitation budget is preliminary and subject to change, but in no event will commitment drop below amount stated above.



Economic Inclusion

Work-to-Date

- Inclusive Hiring Program: All contracts >\$50k offered to businesses operated by B&V residents
- Actively Engaging County-Based Small Business and Minority Based Enterprises in the bidding process for all projects
- Resident Empowerment Plan in development with input from County officials

Construction Participation

- Immediate repairs in-process
 - All items identified in the Property Condition Assessment and by lender are being addressed immediately before moving towards additional capital repair projects.
- Committed to meeting goal of:
 - 40% County-Certified County-Based Small Business
 - 30% County-Certified Minority Business Enterprise

Economic Mobility

- Resident services coordinator on board to help with economic mobility initiatives
- Resident Vendor List, where residents can list their business or services, has launched



Thank You