

# BRIDGES ALLIANCE

Affordable Housing with a Circle of Support

## ALLIANCE Tenant Targets

- 30%-40% AMI (\$30,000-\$40,000)
  - Health Aide
  - Childcare Worker
  - Custodian
- 40%-50% AMI (\$40,000-\$50,000)
  - Firefighter
- 50%-60% (\$50,000-\$60,000)
  - Government Worker



## The Opportunity

1

### THE COMMUNITY PROBLEM

- 6700 unit undersupply of workforce housing
- Productivity loss of people concerned about losing their homes
- Community resources lost on social services, education and public safety
- Community stature diminished



2

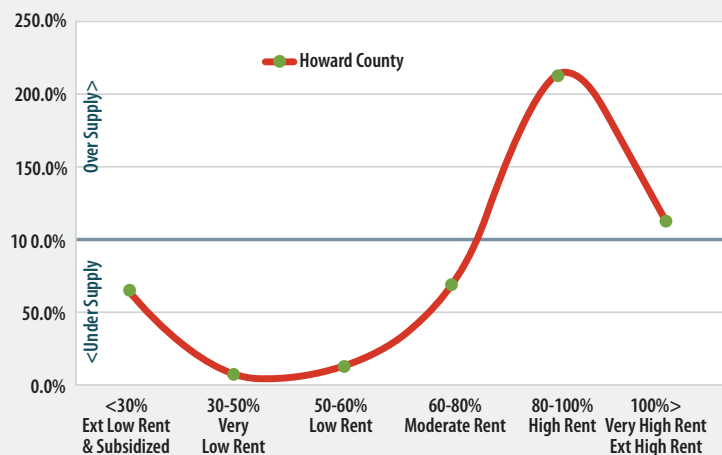
### THE ALLIANCE SOLUTION

- Create housing
- Facilitate household financial stability
- Manage a safety net of support
- Engage community "Champions"
- Educate and Advocate



## Workforce Housing Gap

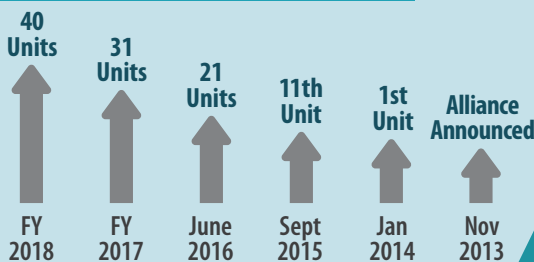
Units/Qualified Renter Households



## Bridges' Unique Advantage

- Property management since 1992
- Commitment to homelessness "prevention" since 2005
- Integral to County's *Plan to End Homelessness* and *Coordinated System of Homeless Services*
- Successful Track record
  - Case management
  - Finding housing options
  - Client stability

## Key Milestones



## ALLIANCE Development Strategy

### HOUSING PROCUREMENT

- HC Housing Commission units
- Converting Bridges transitional units to permanent housing
- Congregation housing
- Market rentals
- Tax Write Off Housing Donations

### CIRCLES OF SUPPORT

- Recruit volunteers
- Engage tenant -support resources and services



### FUNDING

- Tenant rents
- Multi-year Investors
  - Businesses
  - Congregations
  - Individuals
- Bridge the Gap subsidies
- Grants



### ADVOCACY AND EDUCATION

- Compile relevant, persuasive data
- Business community: raise awareness
- Administration and County Council
  - Share need and success data
  - Support legislation w/potential to increase work force housing
- Utilize all media forms to inform and engage community residents

## Partners



### SUSTAINING PARTNERS

Harkins Builders, Inc.  
Howard Hughes Corporation  
Humphrey Management  
Residential One  
Ted Giovanis  
Williamsburg Homes

### CONTRIBUTING PARTNERS

Ballard Spahr, LLP  
The SHELTER Group  
Paul & Kathleen Casey

### DEVELOPMENTAL PARTNERS

Harry & Jeanette Weinberg Foundation  
Howard County Housing Commission  
Howard County Department of Housing & Community Development  
Howard County Economic Development Authority