

AFFORDABLE HOUSING REIMAGINED

2018

President & CEO
A. Fulton Meachem, Jr.

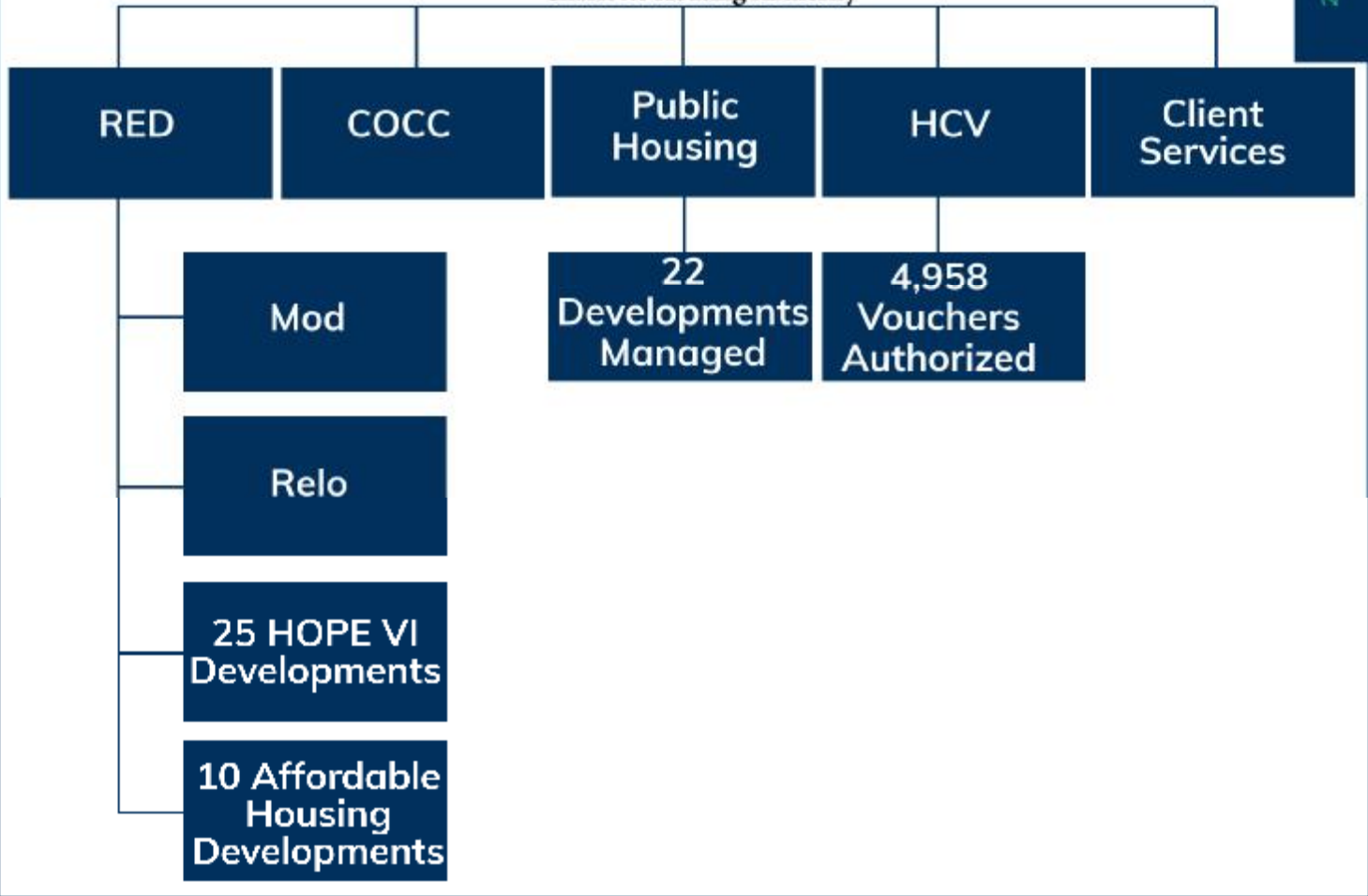
Senior Vice President of Development
Jeff Meadows





Charlotte Housing Authority

2018



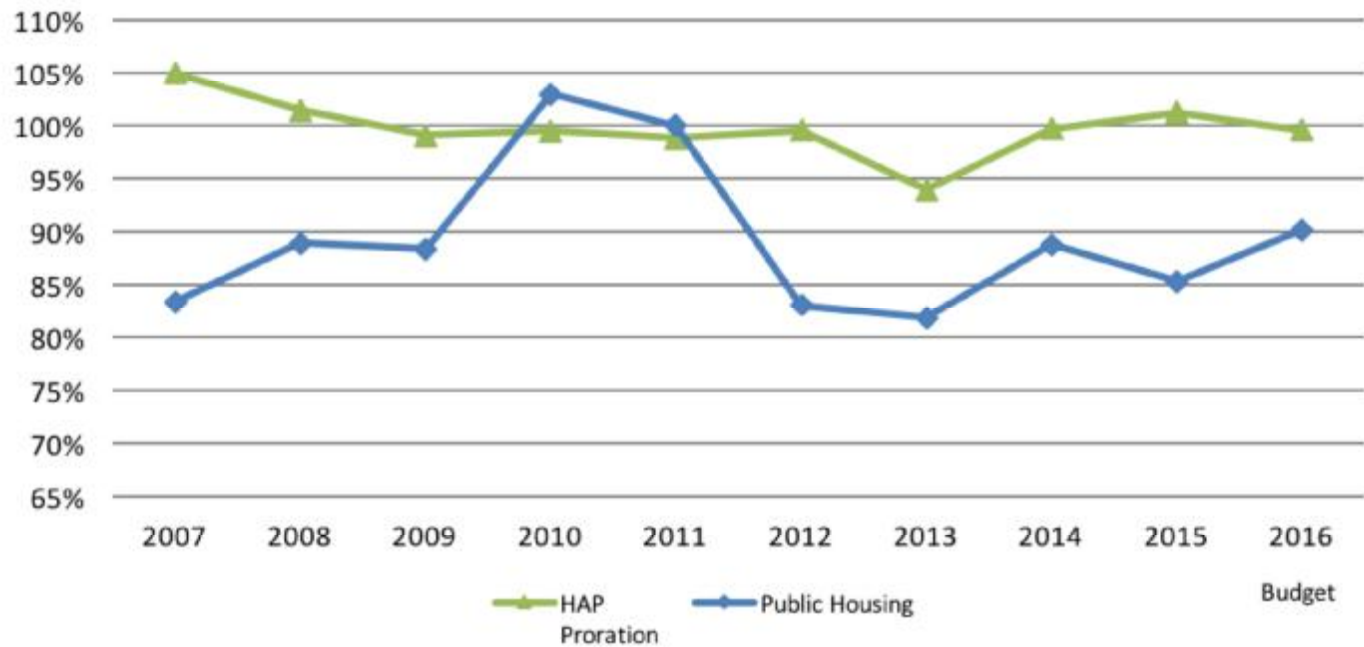
[Watch CHA's Evolution](#)
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4 KEY ELEMENTS OF THE CHA RAD PORTFOLIO CONVERSION

OPERATIONAL INEFFICIENCIES

2018

HUD Proration History by Program 2007 - 2016



INCREASING OPERATIONAL EFFICIENCIES

2018

- All units under CHA umbrella now operate on a single funding platform (HCV)
 - Focus switched from complex HUD rules and regulations to competitive private market practices and flexibilities wherever possible
 - 15-year HAP contract provides more stable funding stream; allows for long-term planning
-

CREATING LLCs

- All owned by a CHA non-profit subsidiary: **Horizon Development Properties, Inc.**
- Risk mitigation
- Cash flow stabilized
- Building a balance sheet for HDP Inc.



HORIZON
DEVELOPMENT PROPERTIES

2018

LAUNCHING BHMC, INC.



- Adoption of private market management and accounting practices
- On-site manager responsibility of site operations and cash flow
- Asset Management & Property Management Departments have key roles in maintaining development standards & accountability
- Management fee income retained

EXPANDING CORE PROGRAMS, INC.

2018



- Case management services for seniors to age in place
- Supportive services with work requirement
- Homeownership services offered when families are ready
- Youth services focus on education
- Produces a competitive advantage for BHMC
- 49% FSS graduation rates

An Entrepreneurial Spirit Now Permeates CHA's Culture



2018

CHARLOTTE HOUSING AUTHORITY A FAMILY OF COMPANIES

2018



QUESTIONS?

THANK YOU!



Charlotte Housing Authority



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