



## Brief Description of Lines of Business

### 1. Real Estate Development (in Blue)...

- Develop both rental and for-sale housing. Currently 2 LIHTC projects under construction; 2 to start construction in 2020; awaiting final approval of 3<sup>rd</sup> to start in 2020. 8 projects are Senior; the rest are Family projects.
- Also develop for-sale affordable housing using city subsidy funds.
- Joint Ventures with for-profit developer to develop mixed income project; pursuing others for other Work Force housing.

2. **Asset Management (in Red)**...manage 35 properties; approximately 2600 units; approximately 50% are past year 15; sell lease option homes to residents (currently 200 available for sale); use three 3<sup>rd</sup> party property management companies.

3. **Resident Services (in Orange)**...Service Coordination is available to all 6200 residents; also provide and coordinate with partners on-site community-based initiatives such as after-school programs, summer camps, senior services.

4. **Housing Advisory (in Purple)**...Provide classroom and individual counseling for Homebuyer Education and Financial Capabilities as well as Down Payment Assistance services.

5. **Administration (in Gray)**...Includes CEO, Human Resources, IT, Resource Development, Marketing, and Public Relations.

6. **Accounting (in Green)**...supports each line of business (specific "assignments"/specialized knowledge)