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**We’re Seeking the Nation’s**

**Top Affordable Housing Developers and Owners**

If you develop or own affordable housing, don’t miss the chance to tell the nation about your accomplishments! Complete this survey for an opportunity to be included in the April/May issue of affordable housing finance magazine, which will feature the Top 50 affordable housing developers and owners.

The survey is used to compile lists of the top GENERAL PARTNER developers and owners and for possible short profiles of the firms. We also list the top firms involved in preservation efforts.

The AHF 50 lists are the only ones of their kind for the affordable housing industry.

Surveys must be submitted by **Jan. 25, 2016.**

**Note: The information in Sections A–H below may be published in the April/May 2016 issue of AHF.**

**A. Contact information.**

Give information for the person and office that should be published in the magazine.

Executive contact and title:

Company name:

Street or P.O. Box:

City: State: Zip code:

Phone: E-mail: Web site:

**B. Affordable Housing Development Activity.**

1. NEW CONSTRUCTION

* Please list only NEW construction units here in Section 1. New conversions of a non-housing property such as a school or warehouse into affordable housing can be counted as new construction.
* Affordable units are defined as those reserved for residents earning no more than 60 percent of the area median income. The projects may be deals with or without low-income housing tax credits (LIHTCs).
* “Starts” are defined as the start of construction, and “completions” signify the completion of construction.
* Preservation and/or acquisition deals should be listed in Section 2 below, “Preservation.”
* In the case of mixed-income developments, please include only the affordable units in your counts.

1. Total NEW affordable housing starts in 2015: Projects**\_\_\_\_** Units**\_\_\_\_**
2. Total NEW affordable housing completions in 2015: Projects\_\_\_\_ Units\_\_\_\_
3. 2015 NEW affordable housing starts with LIHTCs: Projects\_\_\_\_ Units\_\_\_\_
4. 2015 NEW affordable housing starts without LIHTCs:Projects**\_\_\_\_** Units**\_\_\_\_**

(Note: Answers to c and d should total answer a.)

1. 2016 (projected) NEW affordable housing starts: Projects**\_\_\_\_** Units**\_\_\_\_**

1. 2016 (projected) NEW affordable housing completions: Projects**\_\_\_\_** Units**\_\_\_\_**
2. PRESERVATION:

Affordable housing **acquisitions completed** (with or without rehab):

1. 2015: Projects**\_\_\_\_** Units**\_\_\_\_**
2. 2016 (projected) Projects**\_\_\_\_** Units**\_\_\_\_**

**Substantial rehabilitation completed** on affordable housing properties in your own portfolio:

c. 2015: Projects**\_\_\_\_** Units**\_\_\_\_**

d. 2016 (projected): Projects**\_\_\_\_** Units**\_\_\_\_**

(Again, affordable housing is defined as projects/units reserved for residents earning no more than 60 percent of the area median income. And, routine maintenance should not be counted as substantial rehab.)

**C. Organization Type.**

 For-profit  Nonprofit  Government agency

**D. Firm Activity.**

1. Please indicate your firm’s activities (check all that apply):

 Affordable housing developer  Affordable housing owner

 Affordable housing manager  Affordable housing rehabber/renovator

 Market-rate developer  Other \_\_\_\_\_\_\_\_\_\_\_\_\_

2. Number of affordable housing projects/units **owned** as of Jan. 1, 2016:

Projects:\_\_\_\_\_ Units:\_\_\_\_

(Note: Only the projects/units in which you are a GENERAL PARTNER owner should be counted.)

3. Total affordable units **developed** by the firm in its history: Projects\_\_\_\_ Units\_\_\_\_\_

4. Number of affordable housing units **managed** as of Jan. 1, 2016: \_\_\_\_\_

a. How many of these units were for your company’s own portfolio? \_\_\_\_\_

b. How many of these units were for third-party clients? \_\_\_\_\_

5. Company’s special areas of focus (types of projects, targeted population, etc.):

6. Major accomplishments and/or milestones achieved by your company in 2015:

7. How did your 2015 development activities compare to your 2014 activities?

8. Describe an interesting affordable housing development you worked on in 2015:

9. Describe a unique amenity or resident service you recently offered:

10. Company’s top goals for 2016:

11. Changes made in the past year to be a better, stronger company:

12. Please tell us if you developed any properties other than affordable housing in 2015. For example, how many market-rate apartments did you start and/or complete? (Market-rate units should not be counted in Section B.)

13. Number of employees:

14. Did your firm increase, decrease, or maintain staffing levels in 2015?

 Increased  Decreased  Maintained

15. Describe any interesting employee benefits or perks that you offer:

**E. Geographic Area(s) Served.**

1. Please indicate the area(s) your firm serves (check all that apply and circle or highlight the states in which you are active):

 National

 Midwest (IA, IL, IN, MI, MN, NE, ND, OH, SD, WI)

 Northeast (CT, DC, DE, MA, MD, ME, NH, NJ, NY, RI, PA, VT)

 South Central (TX, OK, MO, MS, LA, AR, KS)

 Southeast (AL, FL, GA, KY, NC, SC, TN, VA, WV)

 West (AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY)

2. New states or markets your firm entered in 2015

3. New states or markets your firm plans to enter in 2016:

**F. Affordable Housing Costs.**

1. Approximate **construction cost** per square foot of your most recent new construction deal:

Garden: $\_\_\_\_\_\_\_\_\_\_ Mid-rise: $\_\_\_\_\_\_\_\_\_\_ Attached townhome: $\_\_\_\_\_\_\_\_\_\_

2. Average **development cost** **per unit** on your 2015 new construction projects? $\_\_\_\_\_\_

3. Average **operating cost per unit** per year: $\_\_\_\_\_\_\_

4. Tell us about a step your company recently took to reduce development costs:

**G. Tax Credits.**

1. Average price received for 9% LIHTC deals you closed in 2015 (price per dollar of tax credit): $\_\_\_\_\_\_\_

2. Average size LIHTC award from an allocating agency in 2015: $\_\_\_\_\_\_

3. Most important gap financing source in 2015:

4. Did you use any financing programs for the first time in 2015? If so, please describe:

**H. State of the Industry.**

1.Do you expect affordable housing finance conditions to be better, worse, or the same by the end of 2016?

 Better

 Worse

 Same

Why**?**

2.What was most significant for the industry in 2015? Choose only one.

 Availability of low debt

 Availability of tax credit capital

 Funding cuts to federal housing programs

 Funding cuts to state and local housing programs

 Loss of a fixed 9 percent LIHTC rate

 Program changes at HUD/FHA

 Rising development costs

 Supreme Court disparate impact ruling

 Use of Rental Assistance Demonstration program

 Other (please specify):

3. What are you most concerned about in 2016? Choose only one.

 An increase in the negative perception of affordable housing, including development costs

 Asset management

 Availability and cost of debt financing

 Availability and price of LIHTC equity

 Effects of the Supreme Court disparate impact ruling, including a push to develop in high-opportunity zones

 Elimination/changes to the LIHTC and other housing programs by Congress

 Fewer local and state resources

 Preserving or maintaining aging properties

 Rising development costs

 Other (please specify):

Names of person completing form **(not for publication):**

Phone: E-mail:

Thank you very much for your participation. Please submit completed surveys to Donna Kimura at [dkimura@hanleywood.com](mailto:dkimura@hanleywood.com) by Jan. 25, 2016. If you have any questions or to confirm receipt of your survey, please call (925) 825-8441.