

# Franconia Governmental Center

## Response to Request for Proposal

Submitted April 14, 2022

*Proposal valid for 180 days*

### Excerpted from:

[https://www.fairfaxcounty.gov/procurement/sites/procurement/files/assets/documents/Final%20Submission%20Franconia%20Governmental%20Center%20RFP%20SCG-NFP-GSH%2004142022\\_Redacted.pdf](https://www.fairfaxcounty.gov/procurement/sites/procurement/files/assets/documents/Final%20Submission%20Franconia%20Governmental%20Center%20RFP%20SCG-NFP-GSH%2004142022_Redacted.pdf)

## Community Outreach

“The Developers have extensive experience working with and involving neighboring residents and community stakeholders in the design and development process.... Our proposal includes a comprehensive plan to engage with our neighbors, government partners and local community organizations, groups, and committees.”

“The Development Team recognizes that consistent and meaningful community outreach is essential to engage the various community stakeholders throughout the process to maintain goodwill in the community and to garner support for the Application in advance of the Planning Commission and Board of Supervisors public hearings. The Development Team looks forward to implementing extensive and successful community outreach throughout the review of the Franconia Governmental Center.”

### **The Development Team will meet with the following community stakeholders.**

#### Lee District Land Use and Environment Committee

“The Lee District Land Use and Environment Committee is a district-wide independent citizen committee that reviews Lee District land use proposals and makes recommendations to the Planning Commission and Board of Supervisors. The Development Team will present the Project and solicit their feedback at one of the committee's monthly meetings, again, in advance of filing the Application.”

#### Surrounding Homeowners Associations and nearby Apartment Communities

“In addition to the Lee District Land Use and Environment Committee, the Development Team will offer to present the Project to the homeowners' associations located near the Franconia Governmental Center property. A chart of various associations is included below:

Amberleigh	Greenwood HOA	Rose Hill CA
Brookland Bush Hill	Gunnell Estates HOA	Springhill Forest
Clermont Woods CA	Heritage Hill of Alexandria	Springfield Square Association
Crestleigh HOA	Island Creek HOA	Tara/Wallhaven CA
Devonshire Townhomes	Kingstowne Residential Owners Corp.	Towns at Manchester Park
Franconia Commons	Monticello Woods CA	
Georgetown Woods	North Franconia CA	

“In addition, the Development Team will endeavor to identify and correspond with any residents proximate to the property who might not be a member of a formal association.

The Development Team will offer to coordinate site visits to the subject property in order for the interested parties to observe its existing conditions first-hand and to visualize the proposed development.”

## Proposed Staff and Community Meetings:

### 1. Fairfax County Staff

- One pre-application meeting.
- One meeting following pre-staffing.
- Meetings weekly or every other week during the staffing review.
- Informal correspondence/meetings as needed with particular Fairfax County Staff, as necessary.
- Meetings as necessary in preparation for the public hearings.
- Meetings with DHCD and DPD as necessary throughout the processing of the Application.

### 2. Community Stakeholders

- One (1) meeting with the Lee District Land Use and Environment Committee and the surrounding homeowners’ associations before filing the Application.
- Meetings offered to all groups and at least one or two meetings (likely) with the Lee District Land Use and Environment Committee following pre-staffing review.
- One (1) meeting each with the Lee District Land Use and Environment Committee, and the surrounding homeowners’ associations during staffing review process and final plan preparation.
- One (1) meeting after publication of the staff report in preparation for the public hearings.
  - Lee District and Land Use and Environment Committee
  - Surrounding homeowners’ associations

## Development Timeline

*The Developers would begin working to implement this proposal immediately upon being selected.*

2022	Selection of Team, Request for Proposals
2023	Entitlements, Development and Engineering Plans, Architectural Design, Funding, Development Agreement
2024	Complete Entitlements, Submit 9% LIHTC Application, Financial Closing
2024-27	Construction
2027	Leasing, Conversion to Perm (?)

## Applicants

- NFP Housing Affordable Housing Corp.
- Good Sheppard Housing
- SCG Development Partners LLC

The principals of NFP, SCG, and GSH have long collaborated on numerous affordable housing projects.

## NFP Housing Affordable Housing Corp.

4405 East West Hwy, Suite 309, Bethesda, MD 20814 (2022)

### Nonprofit

“Will develop, own, and operate affordable housing in Fairfax County. Does not have any ongoing projects and/or revenue from projects in Fairfax County as of April 2022.”

“NFP Affordable Housing Corp. and its principals have developed over 500 units of affordable housing in Fairfax County since 2005. An overriding principle of NFP’s philosophy is to remain selective and disciplined enough so that each project and every aspect of a project can receive hands-on attention by NFP’s executive director and staff.”

## Good Sheppard Housing

8253 Backlick Rd, Suite L, Lorton, VA 22079

### Nonprofit 501 (c) (3)

David Levine, President/CEO

Roles on boards or steering committees:

- Fairfax County Affordable Housing Advisory Council
- Northern Virginia Affordable Housing Alliance
- Ventures in Community, nonprofit/faith community consortium in southeastern Fairfax County
- South County Leadership Council
- Advisory Council of the Southeast Fairfax Development Corporation
- Fairfax County-based Alliance for Human Services
- Fairfax County Affordable Housing Preservation Taskforce (previous)
- Fairfax County Manufactured Housing Taskforce (current)

**Service area** is 15 miles along Richmond Highway within Franconia District.

“GSH helps end homelessness and enable self-sufficiency by providing affordable housing and emergency financial services to low-income and working families and individuals in Fairfax County. GSH housing is not just “bricks and sticks”. Rather, the housing is the kind of housing that gives households a fresh start to a new future. When combined with GSH’s strong support services, GSH housing gives them hope by transforming their lives, their neighborhoods, and our community.”

GSH is “a nonsectarian agency with an 11-person professional staff, \$3+ million operating budget, and diverse base of revenue, GSH is positioned to advance its mission for many years to come.... Serving 250 households through our homeless prevention and housing programs, 54% are mothers with children and 19% single women. Another 11% are two-parent households with children and 5% fathers with children.”

## SCG Development Partners LLC

8245 Boone Blvd, Suite 640, Tysons Corner, VA 22182

### Private Small Business (*Sister company Stratford Capital Group*)

Affordable housing real estate developer. Working in Fairfax County since 2007. Developed Residences at the Fairfax Governmental Center I and II (270 units, \$60 million dollars).

“A privately owned national real estate development and investment firm, with a focus on rental housing that affordable to the workforce. With offices in Tysons, Virginia and Peabody, Massachusetts, the

principals of SCG Development have over 100 years of combined experience in all aspects of housing development and finance. The combined multifamily rental housing portfolio consists of over 27,000 apartment units located in 25 different states and the District of Columbia.”

“SCG Development is an award-winning development company with extensive experience identifying unique opportunities to acquire land and buildings for the development of affordable rental communities. Leveraging an underwriting process founded in analytical rigor, the principals of SCG Development have been involved in the successful development of more than 100 properties nationwide.”

#### #16 Top Developer of Affordable Housing in 2020

[https://www.housingfinance.com/management-operations/top-50-affordable-housing-developers-of-2020\\_o](https://www.housingfinance.com/management-operations/top-50-affordable-housing-developers-of-2020_o)

### Development Team

“The Developers have assembled a strong development team comprised of leaders in multi-family affordable housing design and construction including:

- Soto Architecture & Urban PLLC
- Christopher Consultants
- Studio39 Landscape Architecture, PC
- Hamel Builders, Inc.
- Paradigm Management
- Bean Kinney & Korman PC
- Klein Hornig LLP

“...our team has significant experience working in Fairfax County and this team has worked together on numerous other affordable housing projects.... It is our goal to provide a development which establishes equitable opportunity and attractive environmental qualities that fit into the existing neighborhood fabric.”

### Transaction Structure/Financing

“Our proposal assumes a long-term ground lease from the FCRHA to the project owner. A long-term ground lease allows FCRHA to maintain long-term ownership of the land, receive capitalized lease payments, and enhances the Franconia Governmental Center's ability to obtain 9% LIHTs from Virginia Housing, which we will use along with tax exempt bonds with 4% LIHTCs in a twinned 9/4 structure. The total development costs are currently projected to be **\$51,481,980**. The proposed funding sources include:” [Redacted]

For greater detail regarding the financial planning of Franconia Governmental Center, please refer to Tab 15: Financial Plan and Transactional Instruments.

### Fairfax County: Blueprint Housing

<https://www.fairfaxcounty.gov/housing/data/housing-blueprint>

“Housing in Fairfax County is a three-legged stool that depends on a smooth partnership between the non-profit community, the for-profit development industry, and the public sector. **Housing Blueprint** reaffirms the Board’s long-standing policies of the Comprehensive Plan which encourage affordable and workforce housing development through land use incentives to the private sector.”

[Housing Blueprint: At a glance – FY 2022](#) (pdf) (latest documentation by FC)

**Initiatives include:** “Consider tax exemption for developers providing housing [that is] affordable to extremely low-income households (30 percent of area median income and below).”

## Development Proposal

**Total Costs: \$46,252,847**

Financing includes:

- \$10,000,000 FCRHA Bonds
- Gap Financing Source **Blueprint Housing** Loan

Upfront and Ongoing Payments to FCRHA: \$500,000 upfront, then 50% Cash Flow to **Blueprint Housing**

## IMPORTANT DATES

March 6, 2024

[2024 Fairfax County Housing Symposium](#)

Bringing together elected leaders, industry professionals, policy experts, and advocates with the primary goal of advancing the role of affordable housing within our community.

Join us to hear from distinguished speakers who will highlight local successes, best practices, and innovative strategies that will guide the ongoing advancement of affordable housing opportunities in all areas of Fairfax County.

Hosted by: George Mason University Costello College of Business and the Fairfax County Redevelopment and Housing Authority