



# New York Land Opportunity Program

Development Partnerships  
with Faith-Based Orgs

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WE CONNECT PARTNERS  
TO RESOURCES THAT  
DELIVER RESULTS.

LISC  
NYC

# Origins

- HPD presents The Problem
- LISC NYC proposes Program Model
- Relationship development: CAU, Kingdom Hall, et al
- Funding commitments: Booth Ferris Foundation, Deutsche Bank, M&T Bank, BankUnited, Santander
- Information Sessions
- Letters of Interest / Full Applications
- Selections

# Program Model

- Not trying to turn churches into real estate developers
- Trainings and info sessions for broad audience
- Selection process geared toward assessing readiness
- Sustained engagement over several months

## GOALS

- Engagement in a Joint Venture partnership
- Clarity on faith-based org's goals and mission
- Putting mission core to the JV Partnership selection

# Workshops: Affordable Housing 101



## Case Study – RBSSC & Mennonite United



- 24 units, 100% affordable, passive house
- Completed 2014
- Joint venture with church participating in major decisions.
- Church has right of first refusal to purchase the property after compliance period.

# NYLOP Status as of June 1

- 4 information sessions completed (Fall 2016)
- 33 Letters of Interest submitted (January 2017)
- 19 full applications (spring 2017)
- Due diligence on 10 finalists (spring 2017)

LISC NYC housing team

Edelman Sultan Knox Wood Architects (preliminary zoning)

Goldstein Hall (background checks, property legal docs)

- 5 organizations selected – Almost Public!

# Technical Assistance Package

- Guidance on real estate development process
- Zoning analysis
- Development of concept and feasibility analysis
- Development of formal presentation of the concept to organization “decision makers”
- Developing / issuing an RFP for a joint venture partner
- Review and assessment of RFP responses
- Small grant to engage legal services for JV negotiation