

# *Development Partners?*

## *HA's as Catalysts*

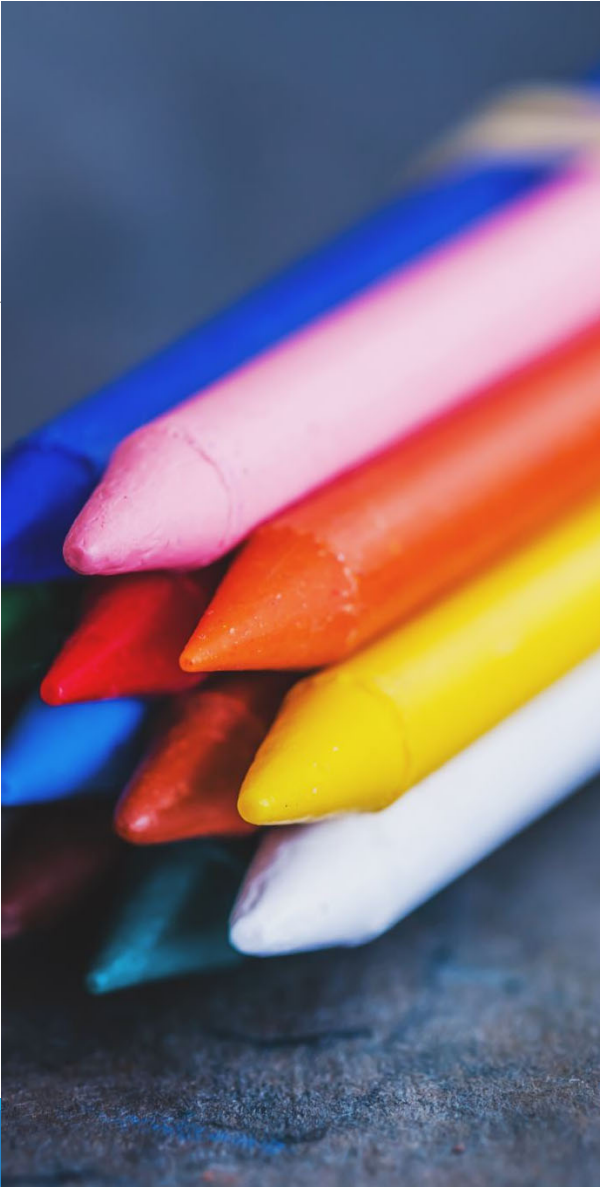
*May 2026*



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NATIONAL HOUSING &  
REHABILITATION ASSOCIATION 2026





# HA Salt Lake City Tools to Share

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- §Project-based Vouchers
- §S & P Rating
- §Cash Position
- §Guarantor Capability
- §Moving To Work (MTW) HUD Waivers
- §Local Housing Development Knowledge, Short-cuts, Neighborhood Elements, Recent Strategies/Complexity, Soft Money...
- §Land
- §Tax Exemptions
- §EF Bonds
- §Stability and Reputation
- §HUD Experience Galore
- §Community Land Trust



## Our DTD (Deals to Date)

- ✓ The Lupine
- ✓ Historic NW Pipeline Bldg.
- ✓ Atkinson Stacks
- ✓ Erma's at Fairmont
- ✓ Book Cliffs Lodge
- ✓ Sunrise Metro
- ✓ **Denver** Street Apartments
- ✓ Pamela's Place
- ✓ 9<sup>th</sup> East Lofts
- ✓ Jefferson Schoolhouse Apartments I & II
- ✓ Taylor Gardens
- ✓ Taylor Springs





## OCD (Our Coming Deals)

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- ✓ Pharos Apartments
- ✓ Granary Place
- ✓ Mansell Manor Condominiums
- ✓ Mansell Apartments
- ✓ Acquisitions
- ✓ Jefferson Circle Townhomes
- ✓ Phillips Plaza
- ✓ Romney Plaza
- ✓ Parry Block?
- ✓ HIVE Homes



# PP (Present Partners)

## Developers

- Brinshore – 3 Projects
- Lincoln Avenue Communities – 2 Projects
- GIV Development – 3Projects
- Xylem Projects – 2 Projects
- Blueline Development – 2 Projects

## Owner/Developers

- VOA – 1 Project
- First Step House – 4 Projects
- Alliance House – 1 Project
- The Road Home – 1 Project
- Velley Behavioral Health – 2 Projects

**We understand the important role and responsibility we have within our community. We are dedicated to fulfilling that obligation with thoughtfulness and integrity.**



# Where We Are...& Going

## Impact Snapshot

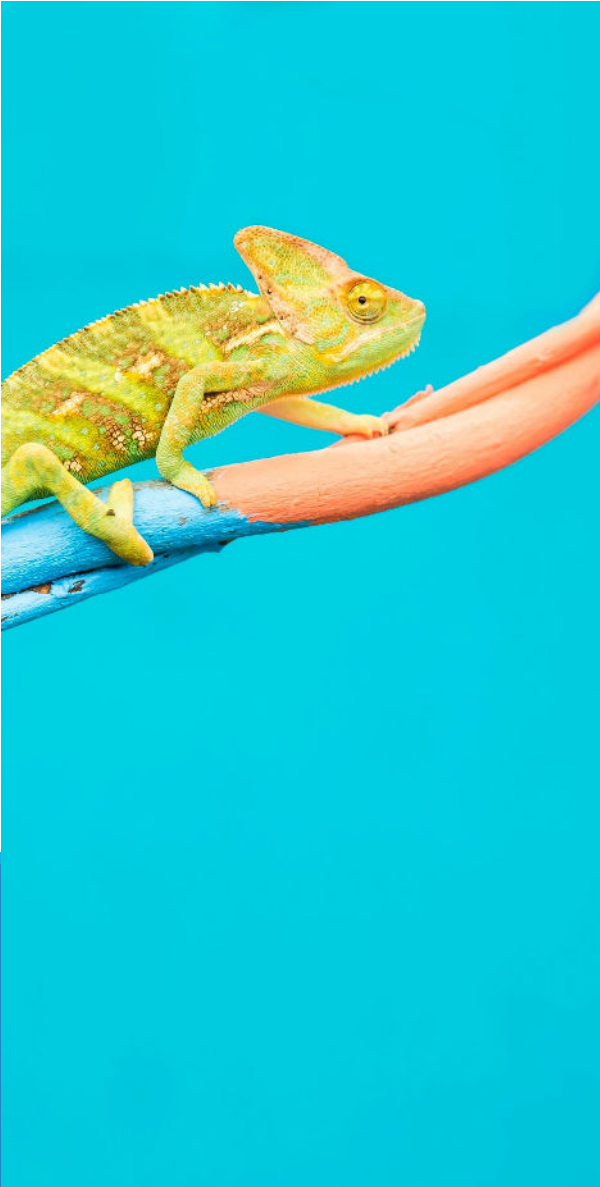
- Over 12,000 individuals provided a safe place to call home nightly, throughout Salt Lake Valley, with our support.
- We own 36 properties in Salt Lake City.
- Nearly 1,800 units we own in the City limits.
- An additional 1,500 units within five years.
- Nearly 3,000 voucher households.
- About 1,000 landlords are participating in our voucher program.
- Over \$40M rental payments to landlords annually.
- Community Land Trust for first-time homebuyers.

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# Our System of Work

- RESIDENTS
  - LANDLORDS
  - COMMUNITY PARTNERS
  - FEDERAL/STATE/LOCAL FUNDING
  - REGULATIONS
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# What's Changing Around Us

- Increasing demand for housing
- Home Ownership condos, townhomes and people-prep
- Greater complexity in services and partnerships
- Growing expectations from our community
- State Allocation Entity (HFA) pulling away
- Cash flow period : )
- Aggressive Board
- Safe borrowers...

*"Unless someone like you cares a whole awful lot, nothing is going to get better. It's not".*

-the Once-ler  
The Lorax

*thank you!*



HOUSING  
DEVELOPMENT  
CORPORATION

**H.A.M.E.**  
Housing Assistance Management Enter



HOUSING  
AUTHORITY  
OF SALT LAKE CITY