

## INSIDE

- ◆ Inclusionary Page 2
- ◆ Meet The Housing Partnership Page 2-3
- ◆ The NYS Affordable Housing Corporation Page 3
- ◆ 810 River Avenue Page 4
- ◆ Creston Apartments Page 5
- ◆ Active In New Jersey Page 5
- ◆ Morris Court Apartments Page 6
- ◆ Richard Roberts joins the Board of the Housing Partnership page 6
- ◆ RSA Mortgage Brokerage Joint Venture Page 7
- ◆ Housing Partnership with Members of NYS State Assembly Committee on Housing Page 7
- ◆ Welcome Marie C. Iammatteo Page 8
- ◆ Housing Partnership and NYC Strongest Market for Affordable Housing in Decade Page 8

## SOCIAL MEDIA CONNECTIONS

 **Twitter**  
[www.twitter.com/HousingPartner1](http://www.twitter.com/HousingPartner1)

 **Facebook**  
Housing Partnership Development Corporation

 **LinkedIn**  
[www.linkedin.com/company/housing-partnership](http://www.linkedin.com/company/housing-partnership)

## MESSAGE FROM THE PRESIDENT & CEO

### The Why Question

Many organizations, both for-profit and not-for-profit, know what they do and how they do it. However, the question of Why they do what they do is sometimes lost. Asking the question of Why helps with the What and the How. At the Housing Partnership, our why and our mission is to "Lessen the Burdens of Government."

Serving as an intermediary for an array of different transactions, we at the Housing Partnership have a direct and concrete impact on the landscape of New York City and the lives of New Yorkers. Growing in importance along with the demand for affordable housing, our role as a partner to both public and private sector entities is now more vital than ever.

Still, this is only a small part of the Housing Partnership's long and successful history in the New York housing sector. Established by David Rockefeller and the Partnership for NYC in the early 1980's, the Housing Partnership has traditionally worked hand in hand with New York City and New York State. During the early years, we focused primarily on working with New York City Department of Housing Preservation and Development (HPD) and the New York State Affordable Housing Corporation (AHC) to promote new homeownership. Through that

process, we assisted in the development of over 21,000 units of decent, safe affordable housing and secured more than \$350,000,000 in subsidies. Our efforts to ensure that each homeowner was protected against predatory lending and received homeownership counseling and received homeownership counseling resulted in vastly lower foreclosure rates for homeowners. Less than ¼ of 1% of the homes purchased from our programs went into foreclosure during the homeownership foreclosure crisis.

As the market shifted toward rentals and the *in rem* housing stock dwindled in New York, we began to assist for-profit affordable housing developers in acquiring private sites, again working hand in hand with HPD. Serving as an intermediary for affordable housing developers, we now have an imprint on more than 45,000 units of housing. When the Mayor began to develop inclusionary housing, we stepped to the forefront and are now serving as an HPD-approved Administering Agent.

Today, with our mission and the Why of our work firmly in mind, our professional staff is well-poised to continue this long tradition of service and meet New York's need for affordable housing in 2015 and beyond.



## The Housing Partnership Presents

# Wine & Jazz

### Benefit 2015

Key Note Speaker  
James S. Rubin  
Commissioner of NYS  
Homes and Community Renewal

Monday, October 26, 2015, 6-8 pm  
The Refinery Rooftop, Refinery Hotel  
63 West 38th Street, NYC

## MEET THE HOUSING PARTNERSHIP



Daniel Martin  
President and CEO



Shelia Martin  
Chief Operations Officer



Abigail Patterson  
General Counsel



Marie C. Iammatteo  
Chief Financial Officer

## HOMEFRONT

### CREDITS

**WRITERS** Dan Martin  
Shelia Martin  
Daniel Marks Cohen  
Nadja Alvarado  
John Abramo  
John McCarthy

## INCLUSIONARY

The New York City Housing Partnership's marketing office is up and running! We've expanded our space by 1400 sq. ft. to accommodate new offices for our marketing staff and a reception area for applicants.

We are currently involved in the leasing of three Inclusionary Housing developments totaling 90 units. Since we began offering leasing and sales services in late 2013, we have completed the leasing of 43 units and the sale of 14 affordable condominiums. With interest running high (over 225,000 applications were received for the 90 rental units), we take seriously our responsibility for ensuring that the units are rented in an efficient and fair manner.

The three Inclusionary Housing developments are: The Frontier: 200 East 39 Street in Murray Hill; 470 W. 62 St. in Lincoln Square and 331 East Houston Street on the Lower East Side. All of the apartments are restricted to eligible individuals or families with earnings at and below 60% AMI.

Marketing of the 19 affordable apartments in The Frontier at 200 East 39 Street, began in January 2015 and will be completed in September 2015. The Frontier is a newly constructed 19-story "green" rental building with 91 apartments. Amenities include a doorman, gym, rooftop terrace, bike storage, and an on-site laundry.

Over 88,000 applications for the 55 affordable apartments at 470

W. 62 Street were received by the April 2015 deadline. We began the selection process with document review, progressed to face-to-face interviews, and have approved several applicants. We expect all of the apartments to be leased by December 2015. The apartments are in a seven-story elevator building with amenities that include a community room, bike storage, an on-site laundry and an audio intercom system.

Amenities at the newly constructed 13-story, 78-unit (16 income restricted) building at 331 East Houston Street include washer/dryer in each unit, lobby lounge, 16-hour doorman, video-intercom security system, library and a garden patio. Applications that were due June 29, 2015, are being processed. We expect the affordable units to be fully leased by December 2015.

Our rental marketing and lease-up services continue to expand, and the Housing Partnership also continues to provide marketing services for affordable units for sale in condominium projects. This winter, sales will begin for two developments with a total of 46 permanently affordable apartments, priced for households with incomes up to 125% AMI. We have contracted to lease or sell nearly 300 affordable units in a dozen more buildings to be developed in the near future, so we expect to be even busier in the months to come. ■



Standing from L-R: Trinette Koonce, Shelia Martin, Wendy Lyons, Heidi Trinidad, Stephan Petryczka  
Seated from L-R: Hanying Peng, John Abramo, Fiordenisse Urena

## THE NYS AFFORDABLE HOUSING CORPORATION

Since 1987, the NYC Partnership HDFC has worked in conjunction with the NYS Affordable Housing Corporation (AHC) to help thousands of people fulfill their dreams of owning a home. In a market where it is almost impossible for low- to moderate income families to buy a home of their own, AHC helps to create homeownership opportunities by providing grants to developers through government, not-for-profit and charitable organizations by subsidizing the cost of construction and lowering the purchase prices.

After debilitating changes to the economy and strict lending guidelines affecting housing, we are finally seeing a resurgence of affordable homeownership projects through three new projects. First is Culver El Phase One, located in the Borough Park neighborhood of Brooklyn, which consists of nine buildings with 3-4 bedroom condominium units designed for large families. Second, after years of planning and strategizing, 70 West 139th Street in central Harlem is now a reality. The development consists of

an eight-story, 68-unit condominium building, amenities include a virtual doorman, onsite parking for cars with electrical outlets for car battery charging, and bicycle storage. Third is the Coney Island. Third is the Coney Island homes in Brooklyn - an area widely known for fun and nostalgic memories. This project is ideal for a growing family. And because the area was hit hard by Hurricane Sandy, the seven three-family homes are designed according to NYC building codes requiring the lowest floor to be built at least one foot above the highest elevation.

These projects are glowing examples of what our combined efforts have produced. Thanks to the NYS Affordable Housing Corporation, NYC Department of Housing Preservation and Development, and the NYC Housing Development Corporation, developers are once again creating new home ownership opportunities for hard-working New Yorkers. ■



331 East Houston Street



Frontier - 200 East 39 Street



70 West 139 Street

## MEET THE HOUSING PARTNERSHIP



Daniel Marks Cohen  
Vice President, Director  
of Real Estate  
Development



Adam Gold  
Controller



John Abramo  
Executive Director  
and Chief Operating Officer  
Greater Newark  
Housing Partnership



Sheila Diancin Latimer  
Director, Affordable  
Housing Programs



Nadja Alvarado  
Assistant Director  
of Real Estate  
Development

*"Building a more affordable NYC"*

# Project Highlight:

## 810 RIVER AVENUE

The New York City Housing Development Corporation (HDC), Department of Housing Preservation and Development (HPD) and New York State Homes and Community Renewal (HCR), join Rockower Corp., M. Melnick & Co., Inc., the Housing Partnership as the not-for-profit sponsor and partners in celebrating the groundbreaking for 810 River Avenue, the first project to benefit from the 161 Street/River Avenue Inclusionary Housing district rezoning.

Located in the “transit node” of the district, a block from the B, D and #4 trains and within walking distance of Metro North, the privately-owned site will become a green, mixed-use, mixed-income, transit-oriented development with 134 units of affordable housing for very low-, low-, and middle-income households. The project will also include commercial space, community facility space and a parking garage.

HPD Commissioner Vicki Been noted in the May 30 2015 issue of the Bronx Chronicle that “810 River Avenue demonstrates how a rezoning can be a catalyst for residential development in transit-rich neighborhoods. We would like to thank our sister agency HDC, the project developers, Rockower Corporation and M. Melnick & Co.,

Hudson Housing Capital and Capital One Bank, and other project partners for their vision and hard work.”

“We are very glad to collaborate with the Office of the Bronx Borough President, Speaker Melissa Mark-Viverito, Council Member Arroyo, the City, New York State, and the NYC Housing Partnership,” said Aaron Segal, Secretary-Treasurer of Rockower Corp. “This neighborhood has so much to offer to our tenants: shopping, trains, buses, subways, a playground, a skate park, Heritage Field, and even a juice bar, a green market and a bakery,” said Adam Melnick, Vice-President of M. Melnick & Co., Inc.

The 17-story steel and plank tower designed by SLCE Architects will have extensive insulation, high performance windows, Energy Star dishwashers, multiple laundry rooms, and wood floors. It will include a gym, a media lounge, a community room, two outdoor spaces, windowed stairwells to encourage physical activity, and 67 bicycle spaces. Reclaimed wood from the former bowling alley on site was donated to a non-profit for reuse.

This is a true mixed-income project: 22 units will be affordable to households

earning up to 40% of Area Median Income (AMI); 58 units will be affordable to households earning up to 60% of AMI; 26 units will be affordable to households earning up to 80% of AMI; and 27 units will be affordable to households earning up to 90% of AMI.

In addition to State Low Income Housing Tax Credits, the development will be financed with tax-exempt bonds,



Federal Low Income Housing Tax Credits, a second mortgage from the HDC, gap financing from the HPD, and capital funding from both the Bronx Borough President and the New York City Council. ■



From L to R: Adam Melnick and Aaron Segal of Rockower Corp., an affiliate of M. Melnick & Co., Anthony Richardson of NYC Housing Development Corporation, Bronx Borough President Ruben Diaz Jr., Susan Kensky of NYC Department of Housing Preservation and Development, Daniel Marks Cohen of the Housing Partnership, and two representatives of Bronx Community Board 4 at a groundbreaking for 810 River Avenue on May 21st.

## CRESTON APARTMENTS



Creston Apartments is a new mixed-use construction project at 2030 Creston Avenue, located on the corner of Burnside and Creston Avenues in the Mount Hope neighborhood of the Bronx. Developed by Schur Management Companies, Ltd. and Best Development with the Housing Partnership as the not-for-profit sponsor, the \$42 million project will be a residential development with ground floor retail space and underground parking. The Creston

Apartments will include 114 apartments, 11,234 square feet of ground floor retail space, 908 square feet of community facility space and 10,657 square feet of underground parking for 40 cars. Construction will begin this month and will be completed in September of 2017.

“A lot is going on in the Bronx,” said Ruben Diaz Jr., Bronx Borough President. “From this empty lot, a beautiful building will be going up where families will live and children will be raised. This is the quintessential example of a building that we all want in this neighborhood.”

“The Housing Partnership is pleased to support the 2030 Creston project with the Schur Organization and Best Development. The project adds 114 affordable units to a community that desperately needs them, and in an attractive and well-furnished building that anyone would be delighted to call home,” said Daniel Marks Cohen, Director of Real Estate Development,

Housing Partnership. The Creston will have 7 studio apartments, 49 one-bedroom apartments, 46 two-bedroom apartments and 12 three-bedroom apartments, a study center for children to do homework with desks and computers, a fully equipped laundry room, and a large outdoor landscaped recreation area in the building with nearby public transportation including the B/D train and Bx40 and Bx42 buses.

“After seeing the many new affordable building projects that have been developed in the borough as well as the strong commitment of Borough President Diaz and Mayor De Blasio, we felt it was time to reposition the property into its highest and best use, which is how we arrived at the ground breaking for this building,” said Billy Schur, President of Schur Management Companies, Ltd., “This is exactly the kind of smart growth the Bronx needs.” ■

## ACTIVE IN NEW JERSEY

The Greater Newark Housing Partnership (GNHP), a wholly owned subsidiary of HPDC is continually expanding its reach into New Jersey. In addition to its work in the City of Newark’s West Ward, GNHP has partnered on low rise projects in Newark’s North Ward and Hudson County.

In the fall of 2014, GNHP, in partnership with Regan Development, closed on The Monastery, an in-place rehabilitation located at 1901 West Street in Union City. The project, previously an actual monastery, was acquired and development originally financed with 9% tax credits and HOME funds. The Monastery will be re-credited with 4% bonds and has already been awarded HOME and CDBG funds. The units will be updated with new kitchens, paint, and flooring, and the common areas and façade will be updated. The building, which was developed more than 15 years ago, had construction defects that caused water damage, and the tenants were very active in making

City Hall and the Mayor aware of the issues, which led GNHP to get involved in the project. GNHP was asked to participate because of its reputation of assisting municipalities and residents and working with developers to deliver safe, decent, quality affordable housing. The rehabilitation at the Monastery is expected to be completed this year.

Newark’s Fairmount Heights Neighborhood will also soon be the site of two dozen new affordable and supportive housing apartments. Located on South 10th Street, the building will be the adaptive reuse of a former state medical facility. Abandoned for more than 12 years, the building is in serious disrepair and is a destination for drug use, transients and vagrancy. Already approved for financing from NJ HMFA, the project will also be subsidized with HOME funds and will complement other neighborhood enhancements including street and hardscape improvements and a KaBOOM! playground. There is already



a growing and sitting garden maintained by the science classes at the nearby 13th Avenue School, and an Arbor Day 200 tree planting is planned for the area.

GNHP is also partnering to develop a low rise affordable housing building on Broad Street in the North Ward. Financing is expected to be provided by NJ HMFA and should close simultaneously with the land in the fall, so stay tuned for an update when construction begins this year. ■

## Welcome Richard Roberts



Richard Roberts was elected to the Board of Directors of the Housing Partnership Development Corporation in September of this year.

Mr. Roberts is Managing Director of Acquisitions for Red Stone Equity Partners, LLC, assisting in the origination and management of developer relationships in the Northeast, and the development of new business strategies for the firm. He has an extensive career in affordable housing and urban market investments having worked in these areas for over 18 years. Prior to joining Red Stone, he worked in the government, for profit and nonprofit sectors including serving as the Commissioner of the New York City Department of Housing Preservation and Development, where he was responsible for the investment of more than \$1 billion in New York City's neighborhoods and the creation of over 30,000 units of affordable housing. He is also the founding Managing Director of the Goldman Sachs Urban Investment Group where he devised and led a creative strategy responsible for the establishment of the firm's community development investment platform.

Mr. Roberts is active in a number of civic, philanthropic and industry organizations and serves on the boards of NYSFAFH and the Citizen's Housing and Planning Council's (Executive Committee.) He holds both a BA and JD from Yale University.

"The Housing Partnership is proud that Richard Roberts has been elected to our board. His impressive urban development expertise and insights in affordable housing are very valuable as we continue our mission to facilitate the creation of work force housing opportunities for New Yorkers through public-private partnerships" said Dan Martin, President and CEO of the Housing Partnership.

The Housing Partnership, a not-for-profit organization, serves as New York City's primary intermediary for the development of new and rehabilitated affordable housing on both public and private sites, producing nearly 45,000 units in its 35 year history.

## MORRIS COURT APARTMENTS

The Morris Court Apartments project is a joint venture of Azimuth Development Group, Best Development Group and the Upper Manhattan Development Corporation with the Housing Partnership as the not-for-profit sponsor. Design is being completed by Aufgang and Subotovsky Architecture and Planning. The finished project at 250 East 143rd Street is almost half an entire city block between Rider and Morris Avenues in the Mott Haven neighborhood of the Bronx. Morris Court Apartments consists of a total of 201 affordable apartments that serve low-income families earning up to 60 percent and 80 percent of Area Median Income as well as formerly homeless individuals and families.

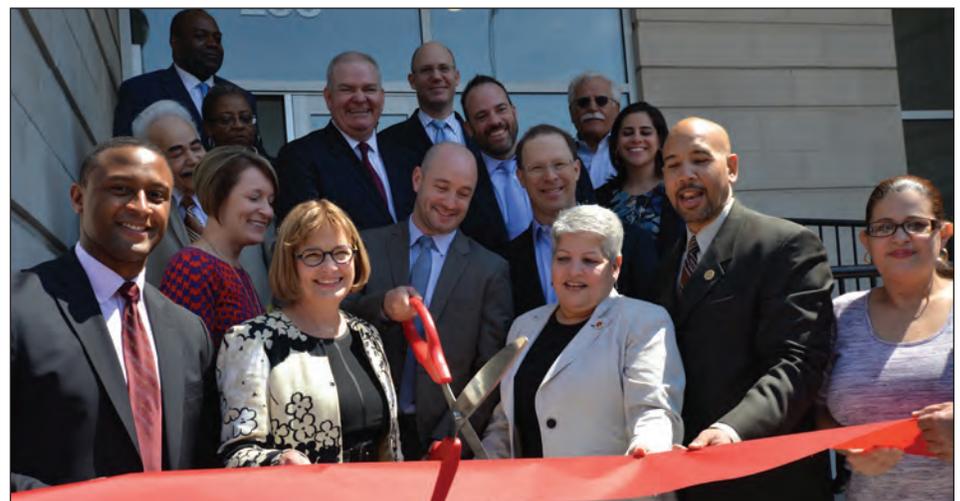
Located across the street from the green grass baseball field for Middle School 203, Morris Court Apartments are a welcome addition to the neighborhood. The project is the first to come to fruition as a result of the recently adapted Lower Concourse Rezoning, spearheaded by the NYC Department of City Planning in 2009. Morris Court is directly adjacent to Lincoln Hospital, which employs over 3,000 people, many in need of quality affordable housing that could be supplied as a result of this development.

In a recent release, Gary Rodney, President of HDC, commented: "Morris Court Apartments is an example of

how rezoning can help transform neighborhoods plagued with vacant and under-used sites. It serves as a model for the type of mixed-income, mixed-use development we hope to achieve under Housing New York. On behalf of HDC, I would like to thank all of our remarkable partners for their commitment to making this project a success."

And Guido Subotovsky, President of Azimuth Development Group LLC, was also quoted as saying that "Morris Court is a transformative project for The Mott Haven area. We feel that this development will serve a neighborhood that has been in dire need of quality affordable housing for some time. It is our hope that Morris Court will serve as a model for future development in the South Bronx."

"Morris Court Apartments is the result of a vision that New York City government and our local elected officials undertook some 5-6 years ago with the Lower Concourse rezoning," said Ron Schulman, Principal, Best Development Group LLC, in the same notice. "Our financing agencies at NYC HPD and NYC HDC and our financial partners at JP Morgan Chase and Raymond James Financial helped us bring this project to a successful completion. The result and hard work of all those involved is a positive, permanent change for the great borough of the Bronx, NY." ■



The New York City Department of Housing Preservation and Development (HPD) and New York City Housing Development Corporation (HDC), joined Azimuth Development Group, Best Development Group, the Upper Manhattan Development Corporation, the Housing Partnership and partners celebrate the ribbon-cutting ceremony for Morris Court Apartments

## RSA MORTGAGE BROKERAGE JOINT VENTURE

In May, RSA Mortgage Brokerage closed a \$5 million loan for refinancing and rehabilitation of an 1890's-era Old Law Tenement in Little Italy.

RSA Mortgage Brokerage is a joint venture of HPDC and the Rent Stabilization Association (RSA), a non-profit association of apartment building owners in New York City. The joint venture began operations in May, 2014.

The owners of the Little Italy building are a long-time RSA member and his wife, John and Denise Casalinuovo. Their property has 32 units plus retail stores. John's grandfather purchased it in the early 20th century, and the family has owned it ever since. In fact, he grew up in the building. The property needed extensive modernizations to bring it fully up to date.

The owner had already invested in some renovations in the early 1990's to modernize the mechanicals, electrical and plumbing. Now, over twenty years later, he needed further improvements, including new heat and hot water systems, gut rehabilitation and layout changes in nearly one-third of the units, and a host of other upgrades. These modernizations would make the units more marketable and would boost rental income.



John and Denise Casalinuovo's building on September 11<sup>th</sup> in little Italy. The huge flag is part of the couple's 9/11 commemoration they sponsor every year.

The Casalinuovos were introduced to RSA Mortgage Brokerage by one of RSA's counselors, Isabel Felix. (These counselors advise owners on all aspects of operating rent-regulated housing.) The owner explained the extensive upgrades he wanted to make and asked for advice on how to finance the work. Ms. Felix introduced the owner to John McCarthy, CEO of RSA Mortgage Brokerage.

McCarthy arranged for everything the owner needed. First, he enlisted an architect and general contractor with deep experience in complex construction projects for buildings of this age while tenants remain in place. The architect solved the issues of Building Code compliance and permitting. The contractor is skilled in maintaining cordial tenant relations while staying on schedule with rehab work that can often be inconvenient to tenants.

McCarthy also arranged the financing, analyzing the new stabilized rents after the improvements and handling bank review of the rehabilitation. He was able to get flexible loan terms from a lender while minimizing the red tape that often blankets rehab loans.

RSA Mortgage Brokerage combined its financing and development expertise for this Little Italy building, enabling this RSA member to accomplish what he wanted. This was a valuable service that we believe will be useful to others. RSA members own or manage over half of all the apartment buildings in the City, many of which were built in the early 20th century. Owners must regularly invest new capital to maintain housing quality; for complex rehab scopes they may need development expertise too. RSA Mortgage Brokerage has the experience to help owners successfully do all this to increase the values of their real estate. Not incidentally, this reinvestment also provides better quality – and affordable -- housing for New Yorkers.

Contact: John McCarthy, 212-214-9265. [JMcCarthy@RSAMortgageBrokers.com](mailto:JMcCarthy@RSAMortgageBrokers.com)

## Housing Partnership meets the NYS State Assembly Committee on Housing



Assemblyman Keith L. T. Wright (70th AD, D-Manhattan), Chair of the Assembly Committee on Housing  
L-R: Daniel Marks Cohen, Assemblyman Wright, Dan Martin



Assemblyman Andrew P. Raia (12th AD, R-Long Island), member of the Assembly Committee on Housing  
L-R: Assemblyman Raia, Dan Martin

The Housing Partnership is a 501(c)3 nonprofit organization that counts on support for its housing initiatives from charitable contributions. You can make a difference in helping us build a more affordable New York City. Please donate today or contact Sara Weiss, Grant Manager at [sweiss@housingpartnership.com](mailto:sweiss@housingpartnership.com) for more info.



## HOUSING PARTNERSHIP AND NEW YORK CITY

### WELCOME



**Meet Marie C. Iammatteo**  
**Chief Financial Officer**  
**NYC Housing Partnership**

Marie Iammatteo adds depth to our team as we continue our successful three decade plus record of facilitating the development of affordable housing.

She joins the Partnership from Hope Community Inc., an East Harlem-based non-profit affordable housing organization, where she served as CFO. Prior to that she was VP Finance of the Swerdlow Real Estate Group, a private Florida-based REIT involved in a range of development, management, leasing & ownership activities. Earlier in her career she held positions at Triangle Industries, Texaco and US Industries. Ms. Iammatteo received an MBA degree in finance from Pace University's Lubin School of Business, and a Bachelor of Arts degree in Political Science from the State University of New York at Stony Brook. ■

### STRONGEST MARKET FOR AFFORDABLE HOUSING IN DECADE

The Housing Partnership closed on 2,476 units of affordable housing in the first six months of 2015, for a total of 3,492 units over the city's 2014-2015 fiscal year. This number represents a significant increase of Housing Partnership production over the previous 12 months. Of the 2,476 units in the six months of 2015, two-thirds (1,616 units) were preservation transactions, and one-third (860 units) were new construction. So far the Housing Partnership is having a record year with an unprecedented deal flow, and acknowledges the strong legal, project management and accounting teams that helped bring the June closing season to successful completion. The ratio of preserved to new affordable units of the Housing Partnership roughly matches the De Blasio administration's goals outlined in its Housing New York Plan last May, which called for the preservation of 120,000 and construction of 80,000 apartments over a decade.

This dovetails with the City's announcement that Fiscal Year 2014-2015 saw a near-record production of affordable-housing units. According to recent reports from the City, the last fiscal year saw 20,325 apartments created or maintained with low rents, the most in a quarter-century. "Today, there are more shovels going in the ground to build affordable homes than at any time in almost 40 years," Mayor Bill de Blasio said in a statement. Out of the total for fiscal 2015, which ended June 30th, there were 11,825 units of existing affordable apartments preserved with new agreements and subsidies, while roughly 8,500 of the units will be newly constructed. The latter figure was by far the highest since these records were first kept in 1978. In 1989, the last year of the Koch administration, 25,432 affordable dwellings were created or preserved. But 90% of those units were preserved, which means their affordability was continued. The last peak for new affordable units was in 2005, during the first term of the Bloomberg administration, when 7,036 such apartments were financed. ■

# HOMEFRONT

*is a publication of the*



**Housing  
Partnership**

Housing Partnership Development Corporation

242 West 36th Street, 3rd Floor  
New York, NY 10018  
646-217-3370  
[www.housingpartnership.com](http://www.housingpartnership.com)