

AHC Welcomes New CEO, Paul Bernard!

Please welcome Paul Bernard as AHC's new President/Chief Executive Officer (CEO). Unanimously selected by AHC's Board of Directors, Paul joined AHC in his new role on April 4.

Proven leadership

Paul provides just the right blend of skills to build on AHC's mission and ensure a positive future for the organization, residents, and communities we serve.



CEO Paul Bernard is prioritizing getting to know AHC's residents, partners and volunteers. During his first week on the job, he helped with a food distribution and met many Hunter's Park residents.

He brings nearly 30 years of experience in urban planning and real estate development, public finance and investing, community development and affordable housing. Paul has worked in both the public and private sectors, and has extensive external leadership skills working with communities and government officials.

Commitment to communities and residents

Throughout his career, Paul has demonstrated a commitment to addressing economic and social issues, including housing as the foundation for economic success. He has worked directly on advocating for community resources, and has made diversity, equity, and inclusion a cornerstone of his leadership.

Track record of leading real change

"Paul has a history of tackling a variety of housing challenges and a track record of leading real change," says David Barsky, AHC Board Chair. "With his perspective in economics, finance and urban planning — coupled with his passion for affordable housing and its potential to transform lives — we're thrilled to have him lead AHC forward in its next chapter."

Real estate development and affordable housing experience

Paul has held a variety of leadership positions in the real estate development and affordable housing fields. Most recently, he was executive vice president of advisory and educational services at the Urban Land Institute. Prior to ULI, Paul was vice president at Enterprise Community Partners, a nonprofit focused on improving the lives of low-income residents



To learn more about AHC's projects up close, CEO Paul Bernard (center) is visiting properties and construction sites, including AVT East in Arlington with Marlon Moore, Construction Management Director (left) and Tim Craft, Construction Manager (right).

through housing preservation, community development, and by bridging the racial equity gap.

Earlier in his career, Paul worked for Walker & Dunlop, the largest provider of capital to the multifamily industry in the US, as senior vice president of principal investments. He also was the planning director for the City of Detroit from 1988 to 2002, overseeing \$8 billion in new construction projects.

"I am honored to join the AHC team and have long admired the organization's mission of providing quality affordable housing and outstanding resident services," said Paul. "I'm a long-time believer that affordable housing is not only the first step to a stable and productive life, but is also critical to community and regional economic infrastructure."

Paul will replace Susan Cunningham who served as Interim CEO since July 2021 and will support AHC as a senior adviser.

Resident Services

For nearly 30 years, AHC's Resident Services team has worked directly with residents to build brighter futures. Our education and social services programs, bolstered by amazing community partners and volunteers, are helping thousands of families and individuals thrive.

Bringing Community Programs Home

Connecting residents to services where they live is integral to AHC's mission. Over the years, the range of services we bring to residents' homes has grown and evolved thanks to many wonderful partnerships. Some exciting new initiatives include:

Literacy. Marymount University's elementary education undergrad and graduate students have begun working with some of AHC's struggling readers. The additional one-on-one support is helping students build critical literacy skills, while also providing real-life teaching experience for Marymount students.



Naomi Mendez proudly completed the four-part "How to Start My Own Business" workshop.

Financial Education. Building on a variety of financial education programs offered by BritePaths, a new partnership with ENDependence Center of Northern Virginia (ECNV) and Life Asset is offering bilingual workshops to help residents turn their dreams of owning their own business into reality.

Health. In Baltimore, University of Maryland, Baltimore (UMB) nursing students are providing healthcare sessions to residents, including healthcare education, blood pressure screenings, first aid, foot checks, and medication reviews.

Food. Arlington's Agency on Aging is piloting an initiative to bring international flavors to seniors. Each week, seniors at Hunter's Park receive a variety of ready-to-eat Mexican/Latin American-inspired meals prepared by La Cocina VA.



When you help a child, you help a family.

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ahcinc.org/donate

100% of donations support AHC residents.

HOUSING + EDUCATION = SUCCESS!



AHC has helped residents access \$12 million in rental assistance during the pandemic.



Sharon Showalter tutored Bibho from middle school through graduation. She continues to stay in touch with the family and plans to tutor his younger brother.

Volunteers are AHC's Secret Sauce

Volunteers are the heart and soul of AHC's programs. Currently nearly 350 individuals volunteer with AHC – and there's no doubt their time and generosity make a huge difference.

We are grateful many of our volunteers return year after year. This spring we are celebrating nine people who have volunteered for five years, and one 10-year volunteer. To date, more than 50 volunteers have donated more than five years of their time and energy to AHC. Thank you!

Many volunteers point to the connections they make with students as the reason they continue volunteering. Sharon Showalter, who has mentored teens for 10 years, says she's enjoyed the "awesome relationships with the students" she's experienced over the years.

AHC's volunteer opportunities fall into three main categories: education (one-hour options in four programs: Afterschool, Teen Tutoring, College and Career Readiness, or Summer Camp), food distribution, and from-home options, which can range from hosting a virtual career chat to assembling snack bags for students with family and friends.

Learn more about long-time volunteers and volunteer opportunities at www.ahcinc.org/get-involved/volunteers

AHC in Action

Resident Services Wins National and Local Recognition

National CORES Certification. Hats off to AHC’s Resident Services team for earning the Certified Organization for Resident Engagement & Services (CORES) certification. The selective national certification program recognizes organizations with a proven track record of providing quality resident services coordination in affordable rental housing and celebrates AHC’s commitment to the highest standards for resident services.

COVID-19 Community Hero Award. AHC’s Resident Services team was also recognized as a COVID-19 Hero for Outstanding Community Service. The Arlington award celebrated organizations and individuals for making “significant impact in the fight against the effects of the pandemic.”

Moving to Third-Party Management

AHC is transitioning 35 properties managed by AHC Management to third-party property management companies. The move comes after a thorough and careful examination of our residents’ and employees’ needs, current industry trends, and AHC’s long-term strategic goals. The transition began in early 2022.

AHC selected four property management companies to manage AHC Management’s portfolio, including Drucker + Falk, Harbor Group, Paradigm Management, and WinnResidential. AHC has worked closely with the four companies to position employees and residents for a smooth and successful transition.



Hardworking property staff celebrate successful building inspections at three of AHC’s older Arlington properties – Harvey Hall, Gates of Ballston, and Arbor Heights. All passed comprehensive Arlington County inspections with flying colors. Harvey Hall also passed an extensive HUD inspection.

Building Digital Equity

As part of AHC’s commitment to building digital equity, we are exploring grants, community partnerships, and capital costs for providing internet access.

In Alexandria, a Capital One grant program is helping us provide internet access at two apartment communities. In Arlington, AHC is building WiFi connectivity into Arlington View Terrace East as it’s

being constructed – a more cost-effective strategy than retrofitting a building.

To evaluate the capital expense of connecting WiFi to existing buildings, AHC, APAH, and Virginia Housing partnered with CTC Technology and Energy to analyze connectivity costs for 39 apartment communities in Arlington. The report estimated the capital cost to be between \$4.7 million and \$6.2 million, or roughly \$925 to \$1,220 per unit. To learn more and read the report, visit www.ahcinc.org/what’s-new/.



Several long-time AHC employees are retiring this spring. They have added immeasurably to AHC’s mission over the years and will be missed! From left to right: Steve Smith, Executive Vice President (45 years); Carlton Miller, Vice President, Construction Management (42 years); Celia Slater, Communications Director (15 years); and Michelle Matthews-Smith, Senior Regional Manager and Interim Director, Property Management (10 years).

Multifamily Development

Building More Affordable Homes and Services

With nearly 1,000 apartments currently in our pipeline or under construction, AHC's new and upcoming development projects include new partnerships, innovative financing strategies, and a variety of housing types and incomes.



Forty percent (98 apartments) of the 256-unit Haven Largo will be preserved as affordable. AHC's first Prince George's County property, Haven Largo is in Largo, MD.

AHC Acquires First Apartment Community in Prince George's County

AHC is delighted to partner with Prince George's County to preserve affordable housing in the fast-growing Largo area. Our first project in the county, the \$71.9 million acquisition is a partnership with Insight Property Group and Federal Capital Partners (FCP). Forty percent (98 apartments) of the 245-unit community will be preserved as affordable for 15 years. The community will be rebranded Haven Largo.

The opportunity was awarded through Prince George's County's Right of First Refusal (ROFR) program, which gives Prince George's County the authority to purchase properties to expand the availability of affordable rental housing in the County.



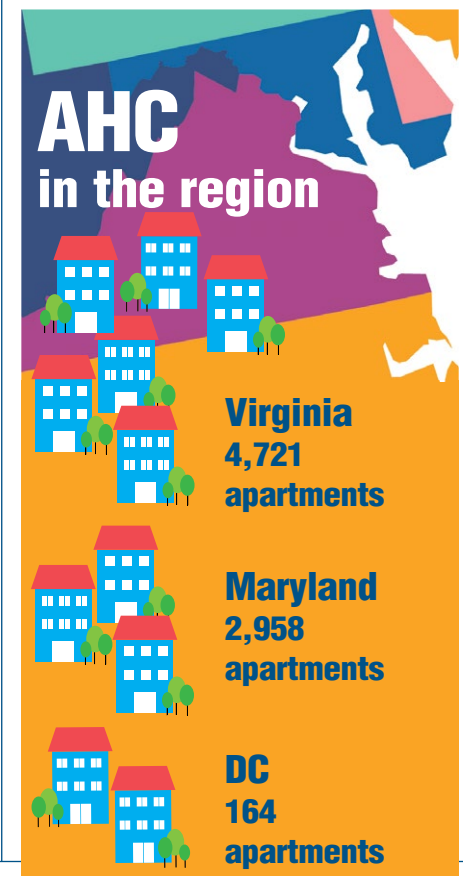
Montgomery County Development to Offer Affordable Homeownership Opportunities

AHC is partnering with Habitat for Humanity Metro Maryland to provide affordable homeownership opportunities along with rental apartments in Montgomery County. The six-acre redevelopment will include 168 deeply affordable rental units at 30%, 40% and 50% of the Area Median Income (AMI) plus 27 homeownership options (24 condos and 3 single-family) for families who have incomes that are less than 70% of Area Media Income (AMI).

Recognition for Design and Innovative Financing

The Apex Earns Design Recognition. The Apex, which provides 256 affordable apartments, won an Honorable Mention in the biennial DESIGNArlington awards. The buildings include a variety of community spaces and green features, including the largest solar array on a multifamily building in Northern Virginia.

Waterfront Station II - "Best Financing Deal Finalist". The Washington Business Journal recognized the large mixed-income development in Washington, DC, for its innovative financing strategy, which combines 4% and 9% Low Income Housing Tax Credits with traditional market financing. The project will create 450 apartments with 136 (30% of the total units) available to households earning up to 50% of the Area Median Income.



Thank you, AHC donors!

2021 Contributors

AHC Inc. is grateful for the friendship, dedication, and generosity of so many supporters who are helping to make a true impact in our neighborhoods. 100% of donations support families, seniors, and individuals living in AHC affordable housing communities. This list acknowledges financial gifts \$50+ made between January 1, 2021 and December 31, 2021.

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AHC's year-round education programs make a lasting difference. Our upcoming Summer Camp introduces kids to new experiences and helps to bridge the learning gap between school years. Thank you, AHC supporters!

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Proud graduates of AHC's 2021 College & Career Readiness Program. We can't wait to celebrate more high school graduates during AHC's 2022 College Signing Day in May. Thank you, AHC supporters!



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We thank individuals who have designated AHC Inc. in their estate plans. For information, please contact Annie Sweeney at (703) 486-0626 x 1117 or annie.sweeney@ahcinc.org.

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We apologize for any omissions, misspellings, or errors and welcome your suggestions. Please contact us at annie.sweeney@ahcinc.org to share any concerns. Thank you.



Developing Affordable Homes and Helping Communities Thrive since 1975

Founded in 1975, AHC develops affordable housing and helps communities thrive in the Virginia, Washington DC, and Baltimore region. We provide a wide array of educational programs and social services to help residents build more stable and successful lives. Learn more at www.ahcinc.org.

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