

AGENDA

The Hybrid Future: Combining Nonprofit and For-Profit Approaches to Affordable Housing

CONCURRENT SESSION

Thursday May 29th • 3:30pm – 5:00pm ET

Description: Nonprofit and for-profit developers have long partnered on complex mixed-use, mixed-income, and mixed-tenure projects, as well as other types of projects. Collaborations with for-profit developers can bring new opportunities, build expertise for development teams, generate revenue, and most importantly, catalyze the development of much needed affordable housing. With the affordable housing gap only increasing, more partnerships and hybrid approaches will be essential in the future. Hear from HPN colleagues and for-profit partners about what nonprofit housing organizations can learn from the for-profit model, and vice versa, as well as the range of partnership strategies that work well now – from land development to commercial leasing to profit-sharing approaches – and what the future might look like if we work together more closely.

Welcome: Chuck Wehrwein | EVP, Chief of Business, Innovations, & Partnerships at HPN

Discussion Starters

DreamKey Partners | Julie Porter, President

The Community Builders

- Bart Mitchell | President and Chief Executive Officer
- Patricia Belden | Executive Vice President and Chief Real Estate Development Officer

Lynx Ventures | Bernard Harkless, Principal

Discussion Questions

- How does your organization work with (or learn from) for-profit developers?
- How are you adopting hybrid approaches to achieve a double bottom line – housing production and preservation along with organizational sustainability?
- How can strategic partnerships with a range of services providers help achieve greater efficiency in the affordable housing sector?