



## Faith-Based Development Initiative

### “Feeding Faith Leaders with Community Fervor” – Webinar Series Exploring Joint Venture Partnerships and Building Strong Requests for Proposals (RFP) for Development Services

Thursday, September 30, 2021

11:00am – 12:00pm

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- 11:00 am     **Welcome**  
**Timothy Block**, Senior Program Director, Enterprise Community Partners
- 11:05 am     **Exploring Joint Venture Partnerships and Building Strong Request for Proposals (RFPs) for Development Services Conversation**  
**Timothy Block**, Senior Program Director, Enterprise Community Partners, Moderator
- Joint Venture Partnerships**  
*A legal perspective for developing affordable housing and community facilities in partnership with faith communities.*  
**Althea Broughton**, Partner and Co-Chair, Real Estate Practice Group, Arnall Golden Gregory LLP
- Building Strong Requests for Proposals (RFPs) for Development Services**  
*How can Request for Proposals be an effective tool in helping to identify and attract qualified development partners for faith-based housing and community facility projects.*  
**Alrich Lynch**, Senior Managing Director, LDG Consulting
- 11:45 am     **Questions & Answers**
- 12:00 pm     **Closing**  
**Timothy Block**, Senior Program Director, Enterprise Community Partners

## Presenters Biographies

### **Timothy Block**, Program Director, Enterprise Community Partners, Inc. (Moderator)



Tim Block joined Enterprise Community Partners (ECP) in June 2016 as program director, Southeast. Tim is responsible for leading the organization's work in Faith-Based Development, capacity building of non-profits, and capital deployment efforts for Coordinated Investment.

Prior to ECP, Tim served as director of programs at the Southeast Energy Efficiency Alliance where he was responsible for the overall effective administration of SEEA's programs including supporting the development of innovative financing options for energy efficiency in the Southeast.

Previously, Tim served as program manager at The Home Depot Foundation where he oversaw the Foundation's grantee work and affordable housing initiatives, including developing program direction, partnering with nonprofit organizations to develop project proposals, reviewing grant requests and negotiating grant contracts. Prior to his work with The Home Depot Foundation, Tim served as executive director of Habitat for Humanity Philadelphia where he helped lead the organization through the completion of a merger that involved four separate Habitat affiliates operating in Philadelphia.

Having a passion for the need for affordable housing solutions in the United States, Tim has sat on the board of directors for several nonprofits including Resources for Residents and Communities and Cobb Housing, Inc. in Atlanta, GA. He holds a Master of Business Administration from Cleveland State University and a Bachelor of Arts in mass media communications from the University of Akron. Tim is a graduate of Leadership Inc. Philadelphia, a P.L.A.C.E.S (Professionals Learning About Community, Equity and Smart Growth) Fellow and is a certified housing development finance professional through the National Development Council.

### **Althea J.K. Broughton**, Partner and Co-Chair, Real Estate Practice Group, Arnall Golden Gregory LLP



Althea Broughton is Co-chair of Arnall Golden Gregory's Real Estate Practice. Ms. Broughton represents developers, government agencies and tax credit investors in affordable housing and mixed-income development transactions, mixed-use and urban redevelopment transactions, transactions involving the use of public/private partnerships, and conventional real estate transactions. Through her work, Ms. Broughton has played a critical role in the creation or preservation of tens of thousands of units of affordable housing.

Ms. Broughton is active in her community and recently served as the Chair of the Board of Trustees for Literacy Action, Inc., a nonprofit which addresses adult low literacy. She is also on the Board of Directors for Drew Charter School, Boys and Girls Clubs of Metro Atlanta, Atlanta Beltline Partnership and the Atlanta Community Food Bank. She is a graduate of the 2013 class of Leadership Atlanta, and an active member of the East Point/College Park Chapter of Delta

Sigma Theta Sorority, Inc.

Recently, Ms. Broughton has been recognized as a 2019 Atlanta Business Chronicle Woman Who Means Business, a *Georgia Super Lawyer* in the area of Real Estate, a 2018 Law and Justice Woman of the Year (Law and Justice

Awards), the 2018 Most Effective Deal Maker (Fulton County Daily Report/ Georgia Legal Awards) and a 2018 and 2019 Atlanta Tribune Women of Influence. She is also a recipient of the national 2014 CREW Network Impact Award for Economic and Community Improvement for her work on the National Center for Civil and Human Rights.

Ms. Broughton received her J.D. from the University of Virginia, where she was a Hardy Cross Dillard Scholar, and is a Phi Beta Kappa graduate of Emory University. Ms. Broughton is also a fellow in the American College of Real Estate Lawyers, an organization which recognizes national preeminence in the practice of real estate law, and recently completed a term on the Governing Committee for the American Bar Association Forum for Affordable Housing and Community Development Law.

## Alrich Lynch, Senior Managing Director, LDG Consulting



Alrich Lynch has over twenty years' experience in numerous aspects of the real estate, development, construction management, and asset management arenas. His varied background has afforded him the ability to smoothly transition between various positions, complex assignments and uniquely different organizations. His proven track record throughout diverse roles involved more than \$936MM of projects, including over \$385MM in public-private ventures. Having been involved with all aspects of the development life cycle for over 5,775 units; including condominiums, market rate apartments, mixed-income apartments and units in mixed-use developments; brings a wealth of knowledge rarely found in the industry.

Mr. Lynch's various roles have included:

- Lead Development Manager on multiple phases for multi-family clients as an extension of staff.
- Adviser and Project Manager on final build-out of the last 500+ single family homes of a HOPE VI revitalization program. Utilization of TAD (TIF) financing, coordination with local PHA, and completion of infrastructure are key essential responsibilities under this engagement
- Sole Development Manager for the simultaneous development, construction and operations of over 1,270 market rate apartment units
- Advised non-profit family services client on utilizing LIHTC financial structuring and targeting intergenerational housing to accomplish its goal of housing its service clients
- Development lead and contact for Sales, Marketing, Construction, Condo Association Management, Equity's Asset Manager, and Finance groups for 442 units developed in three different product types
- Development Manager for several redevelopment and repositioning projects
- Program Manager for complex mixed-income developments financed with HOPE VI loans & grants, LIHTC, CDBG, and traditional equity
- As Program Manager; negotiated debt, equity, and grant instruments for new mixed-income developments

Mr. Lynch's career began in earnest at H.J. Russell and Company where he worked as both an estimator and an assistant project manager. He later transitioned to The Integral Group, doing a one-year stint in construction management before joining the development group, focusing on mixed-income communities. After spending two years at Julian LeCraw & Company, Mr. Lynch was hired away by Trammell Crow Residential (TCR) to run the project that he helped LeCraw and its partners sell to TCR. In addition to the \$170 Million development, Mr. Lynch eventually became the lead development manager for three simultaneous new market-rate apartment deals totaling over \$244 Million. In 2010, Mr. Lynch took the helm of LDG Consulting, an advisory services firm focused on the design, construction, and real estate industries.

Mr. Lynch, a native of West Palm Beach, FL., graduated from the University of Florida, earning a Bachelor of Design in Architecture with a minor in Business as well as Masters of Building Construction. Mr. Lynch also obtained a Master of Business Administration, concentration in Real Estate from Georgia State University.