AGENDA

Introduction

- Enterprise Community Partners

- Faith in Housing Charlotte: An Enterprise Faith-Based Development Initiative Overview

Information for Applicants

- FBDI TA Cohort - Overview

- Eligibility and Program Requirements

- Submission Requirements and Evaluation Criteria

- Submission Instructions

- Q & A

THE CONTENT INCLUDED IN THIS WEBINAR IS ONLY INTENDED TO SUMMARIZE THE CONTENTS OF THE REQUEST FOR APPLICATIONS (RFA). ANY CONTENT WITHIN THIS PRESENTATION THAT APPEARS DISCREPANT FROM THE LANGUAGE IN THE RFA IS SUPERSEDED BY THE LANGUAGE IN THE RFA. ALL APPLICANTS ARE STRONGLY ENCOURAGED TO CAREFULLY READ THE RFA GUIDELINES AND ADHERE TO THEM.

INTRODUCTION

ENTERPRISE COMMUNITY PARTNERS
FAITH-BASED DEVELOPMENT INITIATIVE

Who is Enterprise

- **Enterprise is a national nonprofit whose mission is to make home and community places of pride, power and belonging.**

- **We support community development organizations on the ground, aggregate and invest capital for impact, advance housing policy at every level of government, and build and manage communities ourselves.**

- **Since 1982, we have invested over $80 billion and created 1 million homes across all 50 states, the District of Columbia and Puerto Rico.**

- **Own and operate over 13,000 affordable homes in the Mid-Atlantic.**

Program History and Objectives

Origins
FBDI was started by Enterprise's Mid-Atlantic office in 2006, with input from the NYC office based on their transactional work with faith-based projects. Original co-conveners/strategic advisors included:
- East of the River Clergy-Police-Community Partnership
- Georgetown University
- Wesley Seminary

Goals
- Expanding the supply of housing
- Supporting equitable procurement
- Strengthening neighborhood anchor institutions
- Aim to "Build an Enterprise program while nurturing a national movement".

Why: "Radical Common Sense"
- Need: 20% of renters pay more than 50% of income for housing. Approximately 600,000 homeless individuals in the U.S. 13M+ live in food desert. Half of Americans live in a child-care desert.
- Potential: Houses of worship own a large amount of real estate.
  - 2019 Urban Institute analysis examined 800 vacant parcels owned by houses of worship in Arlington and Fairfax VA, Montgomery County, MD and Washington, D.C. Estimated that 43,000-109,000 new housing units could be built.
  - Note: Estimates of 100,000 churches closing in the U.S. between 2015-2030. (Dr. Eileen Linder, National Council of Churches of Christ, USA).

Our Approach

Technical Assistance
- Support from development consultants/ owner's representative
- Shepherding TA from Enterprise staff
- Organizational assessment
- Clergy Coaching from clergy experienced in completing projects

Access to Experts
- Resource directories of various industry professionals including developers, consultants, real-estate lawyers, architects

Training
- Overview of the development process using Enterprise 20-hour curriculum to help participants become "Comfortably Conversant"

Capital
- Grants for early pre-development expenses, including Market Studies/Feasibility Analysis
- Access to Enterprise products

Peer Learning
- Peer learning exchanges for senior clergy: "Iron Sharpens Iron"

Training

Technical Assistance

Capital

Affordable Housing & Community Facilities

Access to experts

Peer Learning

Enterprise

FBDI TECHNICAL ASSISTANCE COHORT OVERVIEW

FAITH IN HOUSING CHARLOTTE: AN ENTERPRISE FAITH-BASED DEVELOPMENT TECHNICAL ASSISTANCE COHORT

- A series of no-cost training and peer learning sessions designed to help houses of worship understand and navigate the development process to advance their development projects
- Provide funding support (from City of Charlotte) to help houses of worship advance their projects from vision to completion, providing critical housing for low- to moderate- income people
  - Market Study & Feasibility Analysis Grants
  - Pre-Development Grants
  - Access to Enterprise Capital Products
- One-on-one tailored technical assistance (from the City of Charlotte) to faith-based developers to build capacity and help advance their projects through the development process
- Access to a vetted list (bullpen) of key development partners i.e. Architects, Real Estate/land-use Lawyers and Real Estate Developers/Development Consultants
- Online library of FBDI tools and resources to support houses of worship engaged in the cohort

7 Steps of Faith-Based Development

0. Discernment

1. Visioning and Acquisition

2. Partnership and Procurement

3. Finance

4. Design

5. Development

6. Construction

7. Management

23 Key Topics for Development, over 5 Modules

1. Introduction to Real Estate

1. What is affordable housing?
2. Development Decisions
3. Organizational Readiness
4. Strategies for Development

2. Development Decisions & Community Engagement

1. Site Planning & Process
2. Development Models, Team, and Roles
3. Engaging the Community
4. Developing a Project Mission

3. Project Design & Construction

1. Market Feasibility
2. Selecting the Design Team and Concept
3. Approvals and Environmental
4. Development Budget Primer
5. Green Building and Resilience

4. Structuring the Deal

1. Development Proforma
2. Joint Venture Partnerships
3. Managing Construction
4. Marketing and Lease-Up
5. Legal Processes

5. Operations

1. Property Management
2. Asset Management
3. Maintaining Compliance
4. Resident Services
5. Partner Roles, Obligations, & Expectations

ELIGIBILITY AND PROGRAM REQUIREMENTS

Eligibility and Program Requirements

Applicants must meet all requirements specific to this call for applications

Organizational Eligibility

- **Organization Type** –Applicants may be either:
    - (a) a House of Worship and/or a Faith-Based Organization that owns land/property located within the City of Charlotte and are pursuing development, or contemplating the development, of affordable housing and/or community serving facilities on the real estate the house of worship currently owns in the City of Charlotte

    - (b) a non-profit community development organization (CDO) formally affiliated with a HOW that owns land/property in the City of Charlotte upon which they are pursuing development or contemplating the development of affordable housing and/or community serving facilities on the real estate the organization owns in the City of Charlotte.

- **Geographic Focus** – Applications may only be considered for a FBDI-eligible organization that desires to develop affordable housing and/or community serving facilities on property that they own in the City of Charlotte.

- **Project Type Preference** – Priority will be given to applicants who are pursuing *affordable housing* development.

Enterprise

Eligibility and Program Requirements (cont.)

Applicants must meet all requirements specific to this call for applications

Program Terms

- **Program Period of Performance** – The training portion of the FBDI Technical Assistance Cohort will occur over a seven to eight month period beginning October 2025. TA cohort members must commit to attending all sessions.

- **Cohort participants are expected to stay engaged** with Enterprise and the City of Charlotte, NC for the period of time that they are pursuing their development projects in order to access the funding support

- **Reporting** – Participants will be required to provide information that supports Enterprise's evaluation of the impact of the FBDI Technical Assistance Cohort. The bulk of this participation will take the format of training evaluations, post-training surveys, etc. Every effort will be made to minimize the time and effort required by participants.

Enterprise

SUBMISSION REQUIREMENTS AND EVALUATION CRITERIA

Submission Materials

Responses should include the following materials:

1) Participant Initial Assessment

2) Organizational Narrative (<u>no more than 2 pages</u>) that includes:

- What your HOW, Faith-Based Organization or CDO hopes to gain from participating in the Faith in Housing Charlotte: An Enterprise Faith-Based Development Initiative Cohort
- A statement acknowledging the HOW, Faith Based Organization or CDO's commitment to participation of the Senior Faith Leader, lay persons and organizational staff throughout the term of the FBDI Cohort
- Bios of the clergy leader and organizational leadership
- Capacity to dedicate staff time to the Cohort and to the development process of affordable housing and/or community serving facilities
- Name and email addresses Identification of clergy leader and staff that will attend each session
- Ways that your organization is culturally responsive to the communities it serves

Submission Materials (cont.)

Responses should include the following materials:

3) Complete [FBDI Enterprise Organizational Assessment document](). *Please complete the form, print, and then upload in SlideRoom with your documents*. We understand that you may not be able to fully answer all of the questions in the document. The FBDI TA Cohort is designed to help you better answer these questions. However, please answer as much as you can and provide details as it will help us establish a baseline of where each HOW is in the development process.

Enterprise

Selection Criteria / Evaluation

Applications will be reviewed by Enterprise staff. Priority will be given to applicants who are pursuing *affordable housing* development. Each application will be evaluated on the following criteria:

- Organizational capacity to pursue and affordable housing and or community serving facility development project including staff capacity to successfully complete training and dedicate time to working with TA provider/development consultant **(40 points)**

- Organizational Narrative **(35 points)**

- Completed FBDI Enterprise Organizational Assessment **(20 points)**

- Property/Land Ownership and/or Site Control **(5 points)**

SUBMISSION INSTRUCTIONS

Submission Instruction

Navigating Slideroom: From the RFA Landing Page

NEWS

Applications Open for Faith in Housing Charlotte: An Enterprise Faith-Based Development Initiative Cohort

Applications Due Sept. 12

BY: Enterprise Community Partners

AUGUST 12, 2025

SHARE

Qualifying Geography

- The location of the development site must be located within the City of Charlotte, NC

Important Dates and Information

- **RFA Opens**: August 12, 2025
- Pre-Submission Webinar: August 19, 2025 at 12:30-2:00 PM ET - **Register**
- **Proposals Due**: September 12, 2025 by 11:59 p.m. ET **via SlideRoom**. **Read the SlideRoom User Guide**.
- **Award Notification**: October 7, 2025
- **Cohort Training Begins**: October 16, 2025

How to Apply

- **Step 1**: **Review the RFA**
- **Step 2**: Submit any questions to **Tim Block, Senior Director, Programs**. Please put "Faith in Housing RFA Question" in the subject line.
- **Step 3**: **Submit proposal** and all required materials by September 12, 2025 by 11:59 p.m. ET **via SlideRoom**. **Read the SlideRoom User Guide**.

Submission Instruction

Navigating SlideRoom from the RFA Landing Page

How to Apply

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IMPORTANT: SlideRoom will aut
Applicant loses internet connect
Applicants can also log in and ou

Call for Applications - Faith in Housing Charlotte

Deadline: September 12, 2025

The Faith in Housing Charlotte: An Enterprise Faith-Based Development Initiative Cohort is a
between the City of Charlotte and Enterprise to advance the development of affordable housin
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development process to advance their development projects in their respective communities.

Apply Now

This program contains:

- Forms (3)

Preview Full Application

Submission Instruction

Navigating SlideRoom

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Preview Full Application

Sign up for a SlideRoom account

Already have an account? Log in

Email Address *

Password *

Confirm Password *

Choose a strong password to secure your data.

Length of 10 characters or more
Mix of uppercase and lowercase letters
Include numbers (0-9) or symbols (!@#$%^&*+-)
Don't reuse a password that you use for other sites

☐ I have read and agree to the Terms of Service and Privacy Policy

Sign Up or Go Back

Enterprise Community Partners uses SlideRoom for receiving applications.
If you already have an existing SlideRoom account somewhere else you can use that to log in.

Submission Instruction

Application Part I: Program Participant Initial Assessment (Charlotte)

Submission Instruction

Application Part II: Organizational Narrative

FBDI - Program Part.
Initial Assess. (Charlotte)

Organizational Narrative
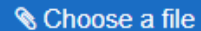(2 pages, max)

Organizational
Assessment

SlideRoom

Organizational Narrative (2 pages, max)

* indicates a require

Please refer to the Organizational Narrative section of the Request For Applications (RFA) document.

1. Please attach

🔗 Choose a file

RFA Document

2. Organizational Narrative (no more than 2 pages) that includes the following uploaded into Slideroom:
   - What your HOW, Faith-Based Organization or CDO hopes to gain from participating in the Faith in Housing Charlotte: An Enterprise Faith-Based Development Initiative Cohort
   - A statement acknowledging the HOW, Faith Based Organization or CDO's commitment to participation of the Senior Faith Leader, lay persons and organizational staff throughout the term of the FBDI Cohort
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   - Name and email addresses of clergy leader and staff that will attend each session
   - Ways that your organization is culturally responsive to the communities it serves

Submission Instruction

Application Part III: Organizational Assessment

SlideRoom

FBDI - Program Part.
Initial Assess. (Charlotte)
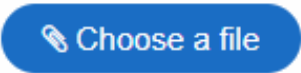
Organizational Narrative
(2 pages, max)

Organizational
Assessment

Organizational Assessment

* indicates a require

Note: A link to download the FBDI Organizational Assessment Document is provided in the Request for Applications (RFA) document.

1. Please attach

🔗 Choose a file

RFA Document

3. Complete FBDI Enterprise Organizational Assessment document. Please complete the form, print, and then upload in Slideroom with your documents. *We understand that you may not be able to fully answer all of the questions in the document. The FBDI TA Cohort is designed to help you better answer these questions. However, please answer as much as you can and provide details as it will help us establish a baseline of where each HOW is in the development process.*

Submission Instruction

Navigating SlideRoom

Troubleshooting

- All technical issues, such as trouble creating an account, logging in, or resetting passwords, must be sent to SlideRoom's Customer Service team at support@slideroom.com or by accessing their online help desk support.slideroom.com
- If you have questions while logged in and navigating the application, there is a Help button in the top right-hand corner. You will be offered a Help Guide to view, or an option to contact their support team which is very responsive.
- Please know that your Enterprise team cannot help you with technical issues related to SlideRoom. You must contact SlideRoom for technical questions.

SlideRoom Features

- SlideRoom automatically saves work as it is entered. If internet connection is lost or computer problems occur, work will be saved.
- Applicants can log in and out as many times as needed to complete their application.
- Once a proposal has been submitted, *applicants will <u>not</u> be able to make edits.*
- Once submitted, you will see a confirmation screen with your ID number; the date and time of your submission; and the program you submitted to. You will receive a confirmation email with information pertaining to your submission. <u>Keep this email for your records.</u>

Submission Instructions

- Proposals are due by **11:59 pm ET on September 12, 2025.**

- Applications must be submitted in SlideRoom by accessing link directly in the RFA Document

- Faith in Housing Charlotte: Enterprise FBDI Cohort landing page

Enterprise

Enterprise Community Partners, Inc. has initiated a RFA process to select a maximum of 12 organizations to participate in the Faith in Housing Charlotte: An Enterprise Faith-Based Development Initiative Cohort

FBDI empowers faith-based organizations (FBOs) to develop their property through technical assistance in real estate development, trainings, tools, and access to experts.

Submission Deadline
September 12, 2025

Awardee Notification
October 7, 2025

Evaluation and Selection Process w/Site Visits
September 22 – October 3, 2025

Inquiries should be directed to Timothy Block at tblock@enterprisecommunity.org.

Enterprise

Q&A

Thank You

Contact Information:
Timothy Block, Senior Director
404.698.4618 (direct office line)
Email: tblock@enterprisecommunity.org