**DEVELOPER TEAMS**

**HANNIBAL SQUARE COMMUNITY LAND TRUST**  
— Winter Park, FL

The Hannibal Square Community Land Trust (HSCLT) was formed in response to community concern that developers were purchasing land in their distressed, predominantly African-American neighborhood, driving gentrification and displacement of residents. HSCLT believes that racial and economic diversity make for a healthier, more well-rounded neighborhood. To this end, they raise funds to purchase available land, wresting control from developers who are less concerned with maintaining a diverse community. HSCLT also helps homebuyers through education, programs, mortgage qualifications, and down-payment assistance.

Team:
Camille Reynolds, Executive Director  
Rebecca Talbert, Board Member  
Adilia Richemond, Board Member

**CHN HOUSING PARTNERS**  
— Cleveland, OH

CHN’s mission is to leverage the power of affordable housing to change lives and improve communities. CHN is a nonprofit affordable housing developer and housing service provider located in Cleveland, Ohio, working to build more equitable communities, improve housing affordability, and preserve and expand the supply of affordable housing. CHN, in deep partnership with Housing First, is striving to end homelessness in Cleveland. Their nationally replicated Lease Purchase Program has helped over 1,000 low-income families achieve home ownership. Since 1981, CHN has developed 6,000 affordable homes, created ownership opportunity for 2,500 new homeowners, and served 30,000 people annually in housing services.

Team:  
Pleurat Dreshaj, Assistant Director of Real Estate Development  
Jillian Watson, Senior Project Manager
HANNIBAL SQUARE CLT
THE PROMENADE AT WEST LAKES — ORLANDO, FL

PROJECT SUMMARY
The Promenade at West Lakes will consist of five multi-family townhome complexes and one three-story, mixed-use property. The five townhome complexes will collectively provide 30 to 40 units for homeownership, each with three bedrooms, 2-½ bathrooms, and a two-car garage. The Promenade will offer 15,000 to 20,000 square feet of retail on the ground floor with 20 to 28 mixed-income units of one- and two-bedroom apartments on the top floors. Affordability mix is anticipated to be 60% of units ranging between 50% and 120% AMI and 40% of units offered at market-rate. Land will remain with the land trust to ensure long-term affordability. Final numbers of apartments and townhomes will be determined by cost to build and city requirements for on-site water retention.

PROJECT SNAPSHOT
NEIGHBORHOOD TYPOLOGY
☑ Urban
☐ Suburban
☐ Rural

SPECIFIC POPULATIONS
☐ Seniors
☐ Veterans
☐ Supportive
☑ Families

DEVELOPMENT STRATEGY
☑ New Construction
☐ Rehabilitation
☐ Transit-Orientation
☐ Large Site Redevelopment

HOUSING TYPOLOGY
☑ Multi-family
☑ Single Family
☑ Mixed Use
☐ Supportive Housing

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INSTITUTE GOALS

- Learn how to efficiently create mixed-use and mixed-income developments that bring owner occupancy and affordability to our Central Florida housing market
- Explore the boundaries between increasing density to make a project affordable and creating unappealing developments
- Learn to optimize the balance between quality and cost

AREAS OF EXPERTISE

Architectural design, community land trust financing and implementation