

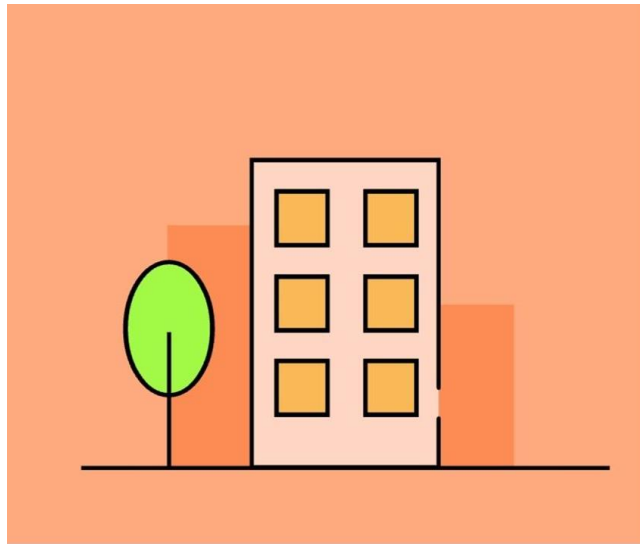
# Pre-Development For Faith- Based Organizations



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**NYS Council of Churches**



# Agenda



- Who Are We?
- What Do We Do?
- Why Does It Matter?
- What's The Process?

# Who Are We?

**New York State Council of Churches is comprised of nine partner Denominations and 7500 congregations across New York State. Each denomination sends representation to our Executive Committee and provides financial support. Other denominations which are members of the National Council of Churches may also have representation to the Council.**



# Who Are We?



**The Interfaith Partnership For Affordable Housing is a faith-based group that advises faith-based institutions on how to maximize their New York City real property for their self-determined goals, with an emphasis and depth of resources in the areas of housing and homelessness alleviation. Bricks and Mortals and the Interfaith Assembly on Housing and Homelessness are partner organization.**

# Who Are We?



**The Interfaith Affordable Housing assists faith-based organizations in New York State ( outside of NYC as well) with property located to develop affordable housing through access to technical assistance and pre-development funds.**



## 01. Funding and referrals

to support a faith-based organization's creation of a Request for Proposals/Qualifications and negotiate contracts with providers and developers.



## 02. Workshops

to guide congregations through pre-development processes, and options for space use and development.



## 03. Training

congregations how to advocate for public policies to help vulnerable populations and develop affordable housing.



## 04. One-on-One Consultation

in real estate, organizational, and missional evaluation and advice.



## 05. Provide partners

with extensive professional experience to work one-on-one to help organizations assess property and mission, and decide on how best to pursue their goals.



## 06. Evaluate

One-on-one help to congregations to meet the needs of their neighbors and community.

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# What Do We Do?

# Why Does It Matter?

- The Housing Crisis
- Real Estate Transactions for Faith- Based Organizations can be complicated;
- Prevent Faith-Based organizations from being taken advantage of by unethical developers;
- Help prevent loss of Faith Based organizations and faith properties, which can destabilize communities.

# What Every Congregation Can Do to Address the Affordable Housing Crisis?

- Show up in your community and neighborhood, Listen and Invest in relationships
- Pay attention to proposals related to the building of affordable housing in your community. Be present and speak out
- Learn about and weigh in local, state and Federal housing legislation.
- Preach on this issue. Remember access to affordable housing is a pastoral issue. Honor your struggles and those in your congregation with housing.
- Subscribe to mailing lists of advocacy groups including the New York State Council of Churches to learn what is happening





# Your Property and the Housing Crisis

# The first Cardinal rule:

**Do Not sign anything with any developer before you have prepared a request for proposals or request for qualifications with the help of a qualified attorney who represents you and only you.**

# The Six Phase Pre-Development Process

## **Phase One- Discerning The Best Use For Your Property How to Start a Conversation**

# 5 Questions

1. Based on the architectural and legal review from our Phase one pro-bono analysis, does it look like the building or property has the capacity to develop affordable housing?
1. Is there a realistic chance that it could be financed by some sort of affordable housing financing scheme? For example, if the project shows there is a room for a safe-haven program, is there a reasonable chance that money would be available to meet all of the congregation's building objectives?
1. Is what is proposed, aligned with the congregation's stated mission as they articulate it?

# 5 Questions

- 4. Have the options been shared with the governing board and pastor (and judicatory if needed). Are the pastor and governing body in agreement about the information furnished to them and are they open to considering financially viable options? Review of protocol up front about selection of an attorney.**
- 5. Is there leadership at the congregation and/or judicatory which can sustain a long-term project and who works collaboratively and transparently with us and their congregation's decision-making bodies?**



**Decision to Move to Phase 2:  
To apply or not apply for pre-development  
funds?**

# Phases 2-4

## Phase 2

- Inviting a pre-development coordinator/attorney to prepare an application or scope of work on your behalf for pre-development funds for professional legal, architectural, title and appraisal assistance

## Phase 3

- Collecting information to prepare an Request for Proposals or Request for Qualifications

## Phase 4

- Preparing and Marketing an RFQ or RFP

# Phases 5 & 6

## Phase 5

- Negotiating a Development Agreement with a Developer
- Remember a skilled lawyer who represents you and only you in this negotiation is essential
- The right time to sign (not before)

## Phase 6

- Implementation of Development Agreement
- Securing Financing for Project
- Site Control





Learn More!

[www.nyscoc.org](http://www.nyscoc.org)  
[thepartnershipny.org/](http://thepartnershipny.org/)

<https://www.iahcn.org/>

Thank you

