

### OUR MISSION

*ANDP develops, finances and advocates for affordable housing at scale that promotes racial equity and healthy communities where families thrive.*



**THE PROBLEM** Metro Atlanta is facing a historic housing shortage while well-positioned developers of affordable housing have great difficulty accessing capital from traditional financing sources.

More than half of Atlanta's families are housing cost burdened, spending 30% or more of their income on housing. There's a 30% gap in homeownership between white and Black households. In recent years, the City of Atlanta has been losing 1,500 affordable units annually, while only 5% of newly developed units have been affordable to low- and moderate-income families. Metro Atlanta has less than one month's supply of housing stock - compared to a healthy market's six-month supply.

Metro Atlanta has the nation's 4th highest growth rate in the past decade, adding more than 730,000 residents to its 6 million population. Recent statistics indicate an existing deficit of 300,000 low-income rental units and a need for at least 100,000 new affordable units over the next decade.

Development of affordable rental or homeownership housing is not keeping up with the market demand. Developers of affordable housing consistently point to the lack of access to flexible, low-cost capital as their greatest challenge.

**WHY IT MATTERS** Small developers are well-positioned to know where and how the affordable housing need can best be met. Providing developers with access to low-cost capital can help meet the affordable housing need.

Small, locally-based developers in metro Atlanta are increasingly the leading providers of affordable housing. But these organizations struggle with access to capital for their projects. They may have difficulty obtaining traditional financing because the loan is perceived as too risky, the developer needs more flexible terms than the bank will allow, or the financing fees are more than the developer can afford.

Before 2009, locally-based builders, often Black general contractors (GCs), produced most of the affordable for-sale homes in the communities ANDP serves. However, the housing crisis of 2008 decimated much of the capacity of these small GCs, leaving the large national home builders to dominate the market.

Providing low-cost capital to these re-emerging developers, especially local Black-owned organizations, will increase the scale of affordable housing while also expanding economic opportunity and improving the quality of life for low-income residents and communities.

**SOLUTIONS** By engaging in innovative partnerships to strengthen operations and grow the Loan Fund, ANDP provides low-interest loans to support for-profit and nonprofit organizations that share the organization's dedication to affordable housing.

## INVESTING IN FUTURES



*“Access to capital remains a significant hurdle for Black-owned businesses like Urban Oasis Development. While everyone continues to do surveys and studies about the problem, ANDP’s loans have been a great example of just doing the simple SOLUTION right now by providing lower cost loans and providing small minority developers a launchpad. We can do the rest!”*

- Joel Dixon, Urban Oasis Development, ANDP Loan Fund borrower

## CLOSING THE GAP: 2K HOMES BY 2025

ANDP has announced an unprecedented plan to create and preserve 2,000 units of affordable housing by 2025. The \$440 million plan includes 500 single-family homes offered for affordable homeownership and 250 single-family homes offered for affordable family rentals. To learn more, visit us online: [www.andpi.org/ctg](http://www.andpi.org/ctg).

Community Development Financial Institutions (CDFIs) like ANDP's Loan Fund are mission-driven financial institutions dedicated to providing financial services to meet the community development needs of underserved neighborhoods. The ANDP Loan Fund works to provide flexible capital for predevelopment, acquisition, construction, bridge funding, and lines of credit.

Since 2014, the ANDP Loan Fund has grown from \$3 million to \$10 million through an innovative partnership with the Reinvestment Fund - one of the nation's largest CDFIs - and today serves as a top CDFI lender for Black-led affordable single-family and small neighborhood-based multifamily development companies across Georgia.

The Loan Fund has provided crucial financing for dozens of mission-focused projects throughout metro Atlanta. ANDP is committed to more than doubling its Loan Fund over the course of its five-year "Closing the Gap" campaign in order to increase its capacity to provide capital to more developers interested in creating or preserving affordable housing.

**OUR IMPACT** With an intentional focus on collaboration, the ANDP Loan Fund has increased its capital deployment, supported more than 6,000 affordable housing units, and added down payment assistance to its portfolio of products.

**Financing Affordable Housing** - Since its inception, the ANDP Loan Fund has provided over \$52 million in capital to support the creation of more than 6,000 units of affordable housing developed by mission-aligned partners throughout metro Atlanta.

**Collaborating to Fund More Projects** - Thanks to our innovative partnership with Reinvestment Fund and recent collaborations with other CDFIs across Georgia, the ANDP Loan Fund has increased its deployment of development capital, including below-market loans to MWBEs and nonprofits delivering affordable housing.

**Growing Opportunity and Equity for Developers and People of Color** - ANDP's work is having a lasting impact on building wealth for local minority-owned developers, residents, and communities of color. Through partnership investments, direct contracts, and low-cost loans, ANDP anticipates investing \$50 million in MBE developers over the next five years. Currently, 50% of ANDP's contractors and construction partners are Black-owned, and over 80% of its Loan Fund borrowers are MBEs or nonprofit developers. More than 80% of our investments ultimately benefit people of color, who face a 10:1 wealth divide compared to white households.

**Increasing down payment assistance** - Rising rents and stagnant wages make saving for a down payment the number one barrier to homeownership. As a Member Institution of the Federal Home Loan Bank of Atlanta, the ANDP Loan Fund can access to \$1 million in down payment assistance annually for qualifying low-income homebuyers. Through this and other sources, ANDP has connected nearly 1,000 homebuyers to down payment assistance since organizational inception.

**THERE'S MORE** To learn about ANDP's development, capital, and community engagement work, visit us online at [www.ANDPI.org](http://www.ANDPI.org)