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Mixed-Income Housing: but It's Complicated

Wednesday, September 16, 2015, 7–8:30 pm
Arlington Cinema & Drafthouse

Moderator **Michelle Winters**, Winters Community Strategies

Panel **John Welsh**, AHC, Inc.
Paul Browne, Wesley Housing
Ed Delany, Capital One Bank
Steve Cover, Arlington County

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Michelle McDonough Winters is president of Winters Community Strategies LLC, a consulting practice focusing on the intersection of affordable housing and sustainable communities. She has also served since January 2014 as Senior Visiting Fellow for Housing at the Urban Land Institute, where she has worked primarily on affordable and workforce housing development and policy issues. Michelle has been involved in affordable housing issues nationally for two decades. She most recently led capacity-building initiatives in sustainability and affordable housing preservation for NeighborWorks America and the Local Initiatives Support Corporation, two of the largest affordable housing intermediary organizations in the country. Prior to joining LISC, Michelle spent nine years at Fannie Mae and the Fannie Mae Foundation in policy analysis and advocacy roles focused on affordable housing finance and smart growth. She served on Arlington's Housing Commission 2007–2010, chairing the Bricks and Mortar committee and serving as Commission chair in 2008. She earned a Master in City Planning from MIT, where she specialized in Housing, Community, and Economic Development, and a BA in Urban Affairs from Virginia Tech.

John M. Welsh, Vice President, Multifamily Group, AHC Inc., is responsible for all project development and acquisitions of multifamily housing for AHC. During his tenure, AHC has acquired more than 3,500 multifamily units in Arlington, Baltimore, and southern Virginia. He supervises a team of project managers responsible for project development. Formerly a project manager at Hope Housing in Washington DC (1995–1998), where he identified properties for development, secured financing, coordinated the work of development team members, and managed construction. He holds a Master's in Regional Planning with a concentration in housing policy from Cornell University and a Bachelor's in Finance from Villanova University. He is a former DC Advisory Neighborhood Commissioner and past secretary of the DC Coalition for Nonprofit Housing and Economic Development. He is married, the father of one, a member of several boards, and a civic volunteer.

As Director of Real Estate Development for Wesley Housing, **Paul Browne** is responsible for all aspects of the company's real estate development activities from project conception through completion. Browne previously served for ten years with the Community Preservation and Development Corporation, eventually as the Vice President for Real Estate. Browne is a member of

Leadership Greater Washington and of the Arlington County Housing Commission and the past president of the Board of Directors of AHOME (Affordable Housing Opportunities Means Everyone) in Fairfax VA. He holds a BA and a JD from the University of North Carolina and a Master of Urban and Environmental Planning from the University of Virginia. He and his family live in Arlington.

Edmund K. Delany, Senior Vice President of Community Finance, for Capital One Financial Corporation, a Fortune 500 company headquartered in McLean. One of the nation's top seven largest banks based on deposits, Capital One Bank serves banking customers through approximately 1,000 branch locations in New York, New Jersey, Texas, Louisiana, Maryland, Massachusetts, Virginia, Delaware, Pennsylvania, and DC. Mr. Delany is responsible for Capital One's loan and investment originations in support of community development in the Mid-Atlantic region. He has over 30 years of real estate banking experience. Before joining Capital One in 2010, he was Regional Manager for Union Bank of California's Community Development Finance group, opening the first CDF office outside California in 2005. Prior to Union Bank, he worked for other commercial banks and mortgage companies with experience in FHA, Fannie Mae, and life insurance company loan originations, with a concentration in multifamily finance and the use of Low Income Housing Tax Credits, Historic Tax Credits, and tax exempt bond financing vehicles.

Steve Cover, AICP, joined Arlington in March 2015 as Director of the Department of Community Planning, Housing, and Development (CPHD), with extensive experience leading local government planning departments. Before coming to Arlington, he was Director of Planning and Community and Economic Development for Madison WI, supervising, planning, economic development, building inspections, housing and community development. Steve developed Madison's first comprehensive Transportation Master Plan and led major redevelopment initiatives throughout the city. Prior to his work in Madison, he was Director of Planning and Community Development for the City of Atlanta GA; Director of Environment and Community Development for Fulton County, GA; Director of Planning and Code Enforcement for Anne Arundel County, MD, and Managing Principal at HOK Architects in Atlanta. He holds a Master of Architecture and Master of City Planning from Georgia Institute of Technology, where he earned his BS in Architecture.