DASH for LaGrange, Inc.
Evolution of Thought

2001
Eliminate Substandard Housing

2002-2003
Creation of Homeownership Opportunities

Holistic Neighborhood Revitalization:
- Eliminate substandard housing
- Create socio-economic diversity
- Increase homeownership rate
- Engage residents in active leadership
Original Vision

Sustainability

Halt the decay and restore the vitality of LaGrange’s existing neighborhoods:

Stabilize aggregate real estate values

Retain current residents

Restore sense of community

Adopt architectural standards and minimum building material specifications

From original grant application September 2002
Community Influence

- Enforcement of the state housing code
- City grants Redevelopment Authority status
- Exposed, politically, the issue of non-compliant housing in the city
- Redeveloper of choice
- Paint the Town 2005 – 2009:
  84 houses painted
  20,200 volunteer hours = $202,000 value
  DASH investment – $86,650
Desired Community Characteristics

- Resident leadership
- Partially subsidized
- Socio-economic diversity
- Multiple product offerings
- Commercial vitality
- Sustainable
Hillside Neighborhood

- First home sale – March 2004
- Master Plan completed – March 2005
  City grants Redevelopment Authority status
- 78 houses sold through December 2009
- Price point: $77,500 – $194,900
  (average $104,901)
- Housing units – rebuilds, new construction, senior cottages, multi-family
Crime Rate Trends 2003 - 2006
Hillside vs. City of LaGrange

* LaGrange Police Department statistics 2003-2006
Hillside Neighborhood

• 37% reduction in substandard houses in original target area – Lincoln, Jefferson and Lee Streets

• 28% reduction in substandard houses in entire Hillside neighborhood

• Tax values*:
  2004 - $15 million
  2005 - $18.4 million
  2006 - $21.2 million
  2007 - $24.2 million

* Troup County tax assessments
609 South Lee St.
520 South Lee St.
603 South Lee Street
Current Homeowner Profile

• 45 – average age DASH homebuyer
• Race: 67% – Caucasian
  32% – African American
  1% – Hispanic
• 43% – presence of children in household
• 59% – first-time homebuyers
• 38% – required down payment assistance
Homeownership Center

• 1,044 clients served
• 62,203 hours spent counseling/educating
• Services provided:
  financial fitness classes
  credit counseling
  foreclosure prevention
  pre-purchase counseling
• Services are free or minimal charge
Creating a Neighborhood

• City-wide Program Assistance:
  Homeownership services
  Housing rehab loans
  Downpayment assistance
  Latino outreach services

• Neighborhood Watch
Creating a Neighborhood

Hillside Activities:
  Curb markets
  After-school programs
  Children’s summer camp
Event socials:
  Spring Tour of Homes
  Pot luck dinners
  Neighborhood clean-up
  Holliday events
After-School and Summer Camp Program
Restitution Garden & Community Service Opportunities
Wilburn Apartments - CDBG

- $500,000 – CDBG acquisition grant (DCA)
- $500,000 – Renovation expenses (DASH)
  Bank financing
- 12 two-bedroom apartments (three buildings)
  8 apartments – completed and leased
  4 apartments – to be completed January 2008
- Tenants must have income below 80% of AMI
- Project must serve this market for at least 20 years
  (CDBG grant requirement)
- DASH earnings will be minimal until loan payoff
Wilburn Apartments - After
• HUD Investment:
  $3.9 million grant for construction
  $78,000 per year (renewable 5-yr contract)

• City of LaGrange Investment:
  $400,000 property $25,000 in-kind (fire main, paving)

• InterfaceFLOR Investment:
  $33,000 in-kind (carpet)
<table>
<thead>
<tr>
<th>Resident Scenario</th>
<th>28 One Bedroom Units</th>
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<tbody>
<tr>
<td>Annual Income</td>
<td>$9,072</td>
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<tr>
<td>30% of income</td>
<td>$2,722</td>
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<tr>
<td>Social Security</td>
<td></td>
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<tr>
<td>HUD max annual</td>
<td>$123</td>
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<tr>
<td>housing expense</td>
<td></td>
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<tr>
<td>Monthly rent &amp; utilities</td>
<td>$227</td>
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<tr>
<td>HUD operating subsidy</td>
<td>$123</td>
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<tr>
<td>Total monthly rent</td>
<td>$350</td>
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Laurel Ridge

Low Income Housing Tax Credits

• 70 two-, three- and four-bedroom houses
• Rents tailored to families with 30%, 50% and 60% AMI
• Total cost: $10 million
  $8 million - tax credit equity
  $2 million - 20 year loan
• Developer - Gateway Companies
• DASH revenue/benefits:
  $240,000 - property sales (Callaway Foundation)
  $550,000 - developer fees
  DASH owns all property at end of rental period
Community Partners – Cash Contributions

- Callaway Foundation, Inc. $ 5,704,219
- NeighborWorks America $ 2,081,700
- City of LaGrange $ 1,981,471
- DCA $ 532,183
- EPA Grant $ 200,000
- Contributions $ 129,649
- Interface $ 50,075
- Troup County $ 42,000
- Gateway $ 25,000
- Paint the Town $ 8,370
- Bank of America $ 5,000
- Juvenile Court $ 300
- TOTAL $10,759,967
Community Partners – In-Kind Contributions

- LaGrange College
- SunTrust Bank
- Interface Flooring
- City of LaGrange
- Troup County Government
- West Georgia Medical Center
- Neighborhood Housing Services of America
- Troup County Tax Commission
- LaGrange Police Department
- Troup County School System
- West Georgia Technical College
- Troup County Senior Center
Lessons Learned

- Architectural preservation
- Scattered site construction
- Affordability vs. Quality
- Commercial activities
- Cost/Price escalation
Current State

- Sales - LaGrange
- Credit environment
- Not at “Tipping Point”
- Diversify Lines of Business
Intrinsic Value Created

• Homeowner creation
• Crime reduction
• Architectural preservation
• Property tax escalation
  Minimum new infrastructure required
• Restoring in-town neighborhoods
• Value of saving Hillside