



Housing Development Consortium of Seattle - King County

ANNUAL REPORT

2020



WHO WE ARE

OUR VISION

All people live with dignity in safe, healthy, and affordable homes within communities of opportunity

OUR MISSION

Through education, advocacy, and leadership, HDC supports and inspires its members as they work collaboratively to meet the housing needs of limited income residents throughout King County

OUR VALUES

Social equity, collaboration, impact, and integrity

OUR PRINCIPLES

We honor and support the entire affordable housing continuum

We act as responsible stewards of public resources and public trust

We engage in productive strategic alliances across sectors and industry

We respond to diverse community needs for affordable housing solutions

2020 was a year unlike any other in living memory. HDC membership faced some of the greatest challenges of the COVID-19 emergency. While HDC members grappled with the daunting task of producing and preserving affordable housing at unprecedented levels, we also had to rethink operations and implement safety measures to minimize risk to our communities, workplaces, and homes. We recognize and raise up our members for leaning in and doing all they could in an environment with limited resources and significant new daily challenges.

In response to COVID-19, HDC took immediate steps to modify our programming and how we delivered it. For example, HDC convened a contractor's roundtable to share best practices in COVID-19 response, compliance and advocacy with State and local officials to assure affordable housing construction continued.

While we had a small number of members drop, we also welcomed new members to join in our systems change work. We are grateful to all who see and believe in the power of working collectively as we move ahead together.



Andrea Sato
Board President



Marty Kooistra
Executive Director



STAFF

NATHAN ANTONIO
Executive Administrator

DAN CANTRELL
Operations Manager

MARTY KOOISTRA
Executive Director

PATIENCE MALABA
Director of Government Relations & Policy

EMMA SCALZO
Communications & Outreach Manager

LOREN TIERNEY
Member Services Director

MALLORY VAN ABBEMA
Policy & Advocacy Manager

Special thanks to Aselefech Evans, who has left HDC, but significantly contributed to our work in 2020.

BOARD

EXECUTIVE OFFICERS

ANDREA SATO
Board President
Kantor Taylor PC

BRIAN LLOYD
Vice President
Beacon Development Group

MARK GROPPER
Secretary
Renton Housing Authority

JILL FLEMING
Treasurer
Community Roots Housing

DIRECTORS

DERRICK BELGARDE
Chief Seattle Club

SAI CHALEUNPHONH
Marpac Construction

MARK ELLERBROOK
King County, HHCD

TERRY GALINEY
Seattle Housing Authority

JOEL ING
Edge Developers

CHRIS JOWELL
Catholic Housing Services of
Western Washington

GRACE KIM
Schemata Workshop

DAN LANDES
King County Housing Authority

ALISA LUBER
Mercy Housing Northwest

LINDSAY MASTERS
A Regional Coalition for Housing

MICHELLE MORLAN
Lotus Development Partners

ELIZABETH RINEHART
WALSH Construction

KATE SMITH
SMR Architects

LAUREN THOMAS
Hopelink

STEPHANIE VELASCO
Seattle Office of Housing

RICH ZWICKER
Washington State Housing
Finance Commission

JOE NAGEL
Pioneer Human Services



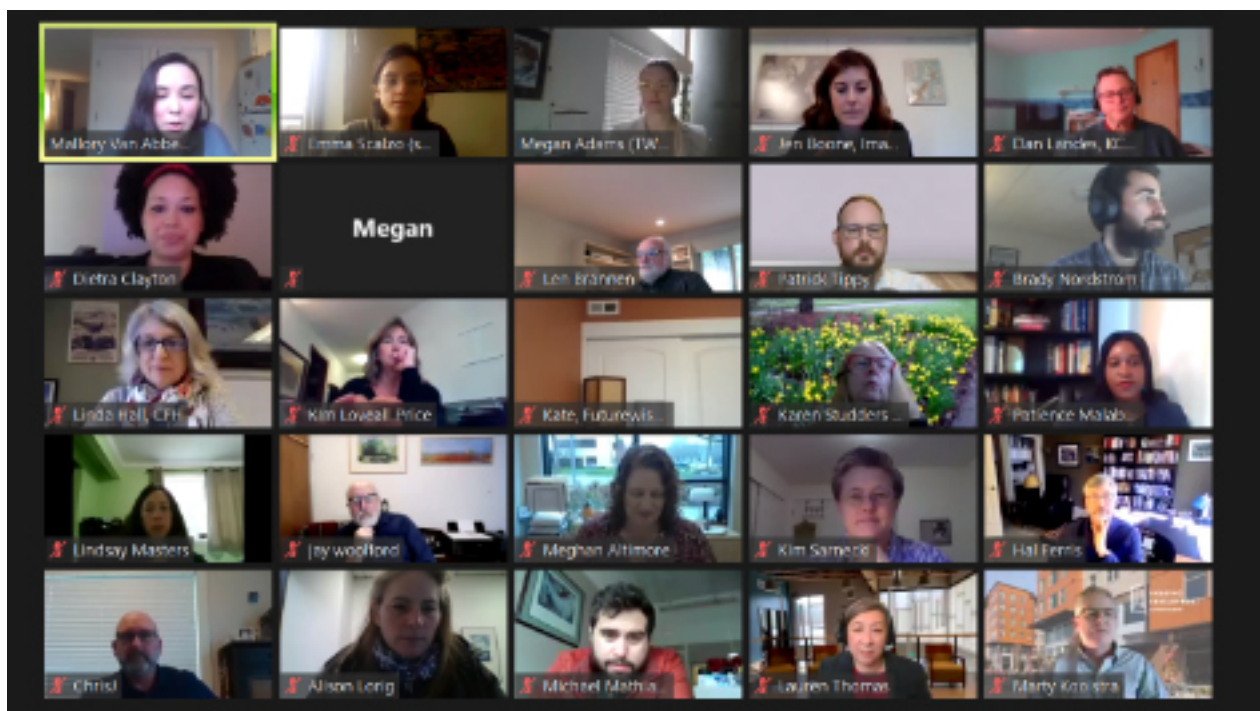
AN UNFORESEEN CRISIS

HDC members have continued to accomplish so much in 2020, in the face of both expected and unforeseen challenges.

As a sector, we came together to share best practices, source sanitizer and PPE for your residents and staff, and kept the safety of your communities paramount.

As an association, HDC also made major shifts to ensure we continued to support you, our members, and the broader affordable housing sector.

Our events looked a little different...



...But our advocacy, programs, trainings, and partnerships continued the conversation to ensure affordable housing can continue to support King County residents.

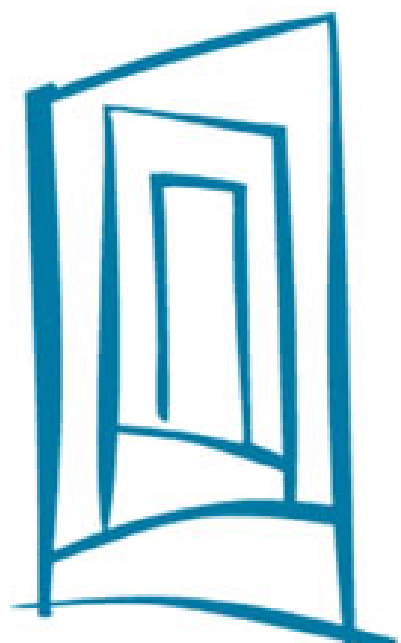
COVID-19 RESPONSE

- Facilitated standing meetings with public funders to advise on distribution of COVID response resources.
- Established a COVID-19 updates and resource landing page on the HDC website.
- Hosted a Promising Practices webinar series, highlighting innovative approaches to service and housing delivery of HDC members during the pandemic.
- Sat on the King County Pandemic and Racism Community Advisory Group, elevating challenges within the affordable housing sector and disseminating up-to-date public health guidance.
- Partnered to launch Non-profits-Vital to Recovery Campaign, urging decision makers to sustain and expand funding for organizations providing critical services across WA state.

HDC SERVES AS

ADVOCATE, BROKER, & CONVENER

OF AND FOR OUR MEMBERS



**HOUSING
DEVELOPMENT**
consortium

2020 ADVOCACY ACHIEVEMENTS



ADVOCATING FOR SAFE, HEALTHY, AFFORDABLE HOMES FOR EVERYONE IN KING COUNTY

HDC uses our collective voice to advocate for policies that foster inclusive, affordable communities at the local, state, and federal levels.

HEALTH THROUGH HOUSING

In the fall, HDC and partners successfully advocated our support for King County's Health Through Housing legislation, which made an unprecedented investment to permanent supportive housing.



OTHER ADVOCACY WINS

- Supported affordable housing construction as an essential service amid Washington's Stay at Home Order
- Advocated for an exemption for Affordable Housing from Administrative Design Review in Seattle
- Mobilized others in support of Jump Start Seattle, a payroll tax to generate \$214 million per year to invest in affordable housing and services
- Supported Just Cause Ordinance in Auburn

HDC partnered Enterprise Community Partners and Imagine to host February's "Affordable Housing of Today" Tour for Eastside city staff and lawmakers. We explored the importance of inclusionary zoning, especially its impact on ensuring growth does not leave vulnerable neighbors behind.

Thank you, Union Bank, for your support of our work fostering connections between elected leaders, city staff, and local community groups.



KING COUNTY CHARTER AMENDMENT NO. 2

HDC assisted in creating and promoting a King County ballot measure for affordable housing. With significant support from voters, the legislation passed and will now allow the sale of certain surplus properties at a lower price when the property is to be used for affordable housing.





ADVOCATING FOR SAFE, HEALTHY, AFFORDABLE HOMES FOR EVERYONE IN KING COUNTY

In the midst of the most devastating public health challenges our community has ever faced, Affordable Housing Week was a time to refocused on addressing the housing needs within our community, which have only been exacerbated by the COVID-19 crisis.

AFFORDABLE HOUSING WEEK

For the last five years, AHW has been a time for us to gather as a sector to reflect on equitable policy solutions that drives access to safe, healthy and affordable homes. This year was no exception – the same familiar events and spirit of AHW past...but with all online events and one zoning-themed scavenger hunt.

10 Events

16 Proclamations from cities & King County

1,500+ Event attendees

1,000+ Actions taken for housing policies in 2020

VIRTUAL ADVOCACY SUMMIT

HDC hosted a two-day summit for in-depth discussion and analysis of our policy priorities with our members across King County. Speakers included fellow HDC members, various partners from academia, and Lieutenant Governor Heck.



BROKER

ENGAGING IN STRATEGIC ALLIANCES ACROSS SECTORS AND INDUSTRIES

Since 1988, HDC membership has grown to encompass all the major nonprofit housing developers in King County, as well as the major financial institutions, architects, general contractors, attorneys, accountants, service providers, public housing authorities, and government agencies.

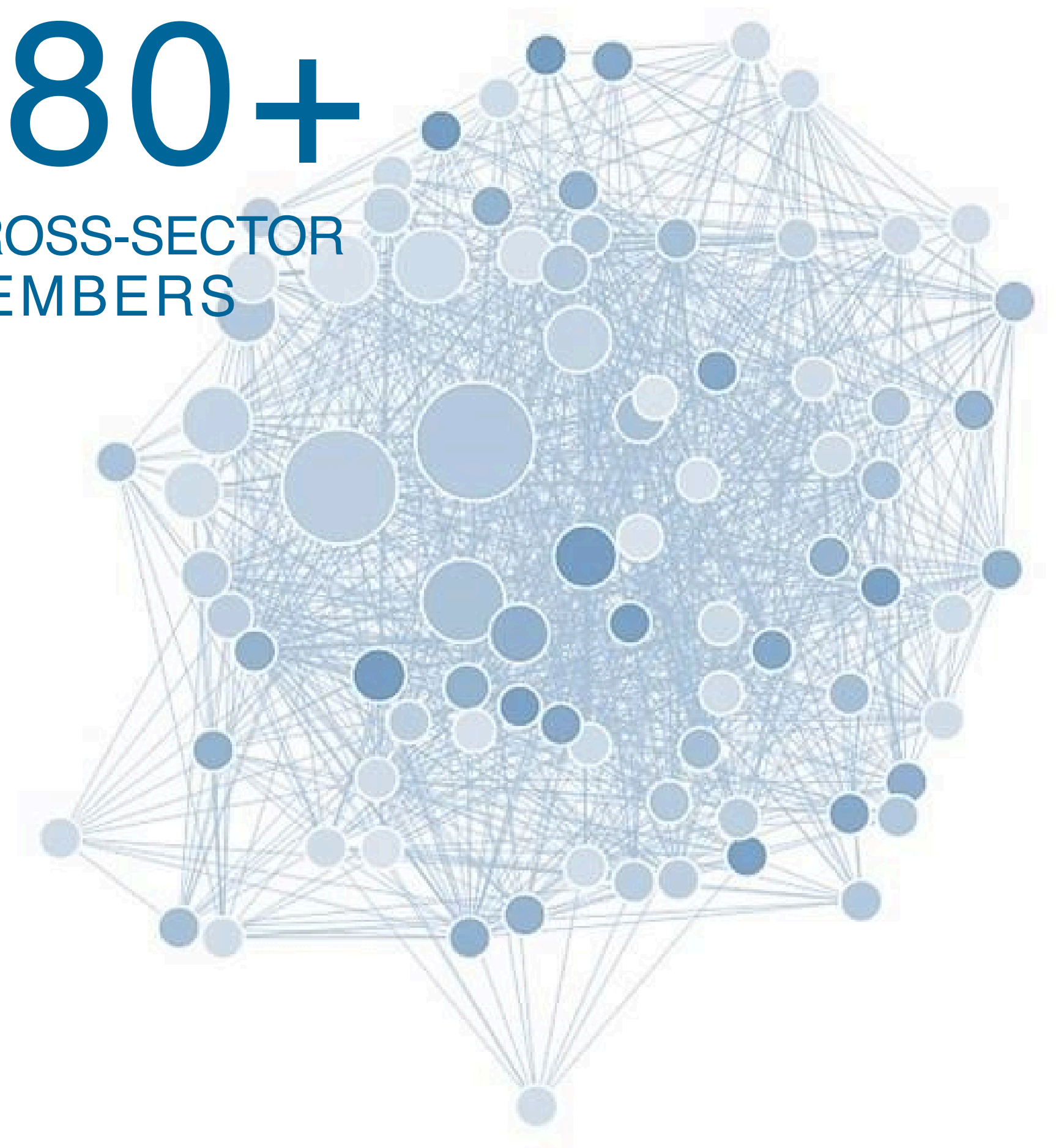
This membership-based network collaborates effectively to provide a wide range of stable and affordable housing opportunities for those who most need assistance. By uniting our shared values, we are better positioned to support the sector's ability to make a substantial community-wide impact.

As a powerful network, we engage in strategic alliances across sectors and industries to respond to diverse community needs - from homelessness to homeownership.

Through workshops, seminars, and trainings, HDC facilitates and provides skill-building opportunities, networking, and peer support, creating efficiencies in design and production to preserve and improve the sector's ability to act as responsible stewards of public resources.

180+

CROSS-SECTOR
MEMBERS



BROKER

ENGAGING IN STRATEGIC ALLIANCES ACROSS SECTORS AND INDUSTRIES

NORTH URBAN HUMAN SERVICES ALLIANCE (NUHSA)

NUHSA is a network of dedicated service providers and community leaders working to meet the basic needs of all residents in North King County. NUHSA is a key partner for HDC, actively supporting Affordable Housing Week programming, public workshops, and broad community engagement within the North End.

SEATTLE FOR EVERYONE

HDC partnered with Seattle for Everyone to harness our coalition's breadth of expertise to drive policies to successful implementation and collectively supported the exemption of affordable housing projects from administrative design review in Seattle.

SOUND COMMUNITIES

Sound Communities promotes the development of complete, walkable, equitable, and inclusive neighborhoods across the Puget Sound. HDC serves on Sound Communities' steering committee, which advocates for communities to be able to plan for and invest in affordable housing in concert with the region's expansive and transformative investments in high-capacity transit, so that we can meet critical economic, environmental, and equity goals together.

SOUTH KING HOUSING/HOMELESSNESS PARTNERS (SKHHP)

HDC worked with South King Housing and Homelessness Partners (SKHHP) as they launched with full staff capacity to support the creation of a Housing Capital Fund.

RECOGNITION OF HDC FROM PARTNERS:

AIA Seattle recognized HDC for our leadership with their Allied Organization Award.



We received WSHFC's Friend of Housing award for our initiatives that effectively address systemic racism in the housing industry.





BRINGING TOGETHER ALL SECTORS, DISCIPLINES, & PROFESSIONS IN SERVICE TO AFFORDABLE HOUSING

HDC provides a range of member services, bringing together our broad member base and partners to discuss, deliberate, and act to increase the quality and availability of affordable housing.

Each year, hundreds of HDC members participate in our menu of programs, events, and affinity groups that are relevant to their organization, professional role or interests, and type of membership. It is our goal to offer contextual programming from a variety of perspectives that reaches a broad constituency of our membership.

IN 2020, MEMBER SERVICES...

HOSTED 2,300 attendees at 80+ EVENTS throughout the year

Our 11 Affinity Groups, Peer Groups, and Task Forces enable members to work collaboratively, share promising practices, and develop policies, ideas, and solutions that reflect and promote our mission within each member organization and across the county.

SUSTAINABILITY & INNOVATION

HDC and our membership is on the cutting edge of innovation in efficient development, design, & construction. Our approach aims to create healthy homes, preserve the environment, produce durable buildings, and balance the first cost in a way that doesn't reduce overall homes produced.

EXEMPLARY BUILDINGS PROGRAM

HDC's Exemplary Building demonstration program was created to put the affordable housing community on track to achieve deep green building standards in accordance with changing state and local energy codes. In 2020, we produced sustainable design recommendations born from lengthy design charrettes with leading experts in the field.

OFFSITE CONSTRUCTION TASK FORCE

Our Offsite Construction Task Force provides industry and research support, and equips members to address issues in permitting and construction, financing and procurement, municipal codes, and public myths. The task force is focused on creating a product package for potential sites, funders, and developers interested in implementing modular and offsite construction strategies.



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LEADERSHIP DEVELOPMENT SURVEY COURSE

HDC’s LDSC is a 7-month, 65-hour program designed to provide participants with a broad overview of leadership principles and exposure to the many and varied roles of leaders in mission and value-driven organizations.

230 GRADUATES
of our in-house LDSC program
since 2008, thanks to our partner



LEADERSHIP DEVELOPMENT

HDC's LDI offers emerging leaders the tools they need to access both technical and professional skills, and to understand the importance of leveraging partnerships across sector.

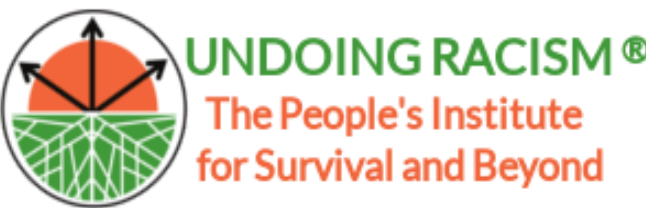
LDI TRAININGS OFFERED IN 2020



Rental Housing Development Finance
Program HD420 for 25 member staff



HMM course for 100 member staff with
monthly conversation cafes



Undoing Racism training for 40 member
staff

HDC LEARNS

In 2020, we introduced a new series, HDC LEARNS, to member staff and partners. This is our collection of the latest learning resources and promising practices, available in easily accessed and digestible tools to help increase the effectiveness of the affordable housing sector.



Thank your to our partners and supporters who make this initiative possible:



RACIAL EQUITY

APPLYING A RACIAL EQUITY LENS TO OUR PROGRAMS AND INITIATIVES

HDC's Race, Equity, and Inclusion Initiative programming seeks to help our members apply a racial equity lens to their practices in order to achieve a more just, dignified, and connected housing sector King County.

HOUSING DEVELOPMENT INTERNSHIP

Our HDI Program is a nine-month paid internship designed to recruit, train, and retain racially and socio-economically diverse students who might not otherwise know about opportunities in affordable housing to help diversify a historically white sector.

In 2020, the program's second year, HDC placed these seven driven undergraduate and graduate students at our member organizations.



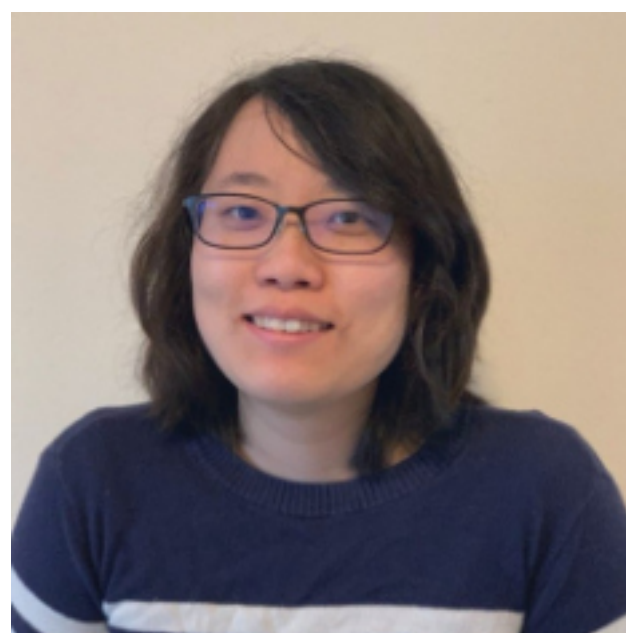
OSMAN MAHUD

Intern at Washington State Housing Finance Commission



KUMI BEYENE

Real Estate Intern at HomeSight



VICTORIA CHOW

Intern at Plymouth Housing



DARRYL HOLMAN

Intern at GS Consulting & Ally Community Development



MYRON JOEL BANEZ

Intern at Beacon Development Group



LEYILA MUSTEFA

Intern at Catholic Housing Services



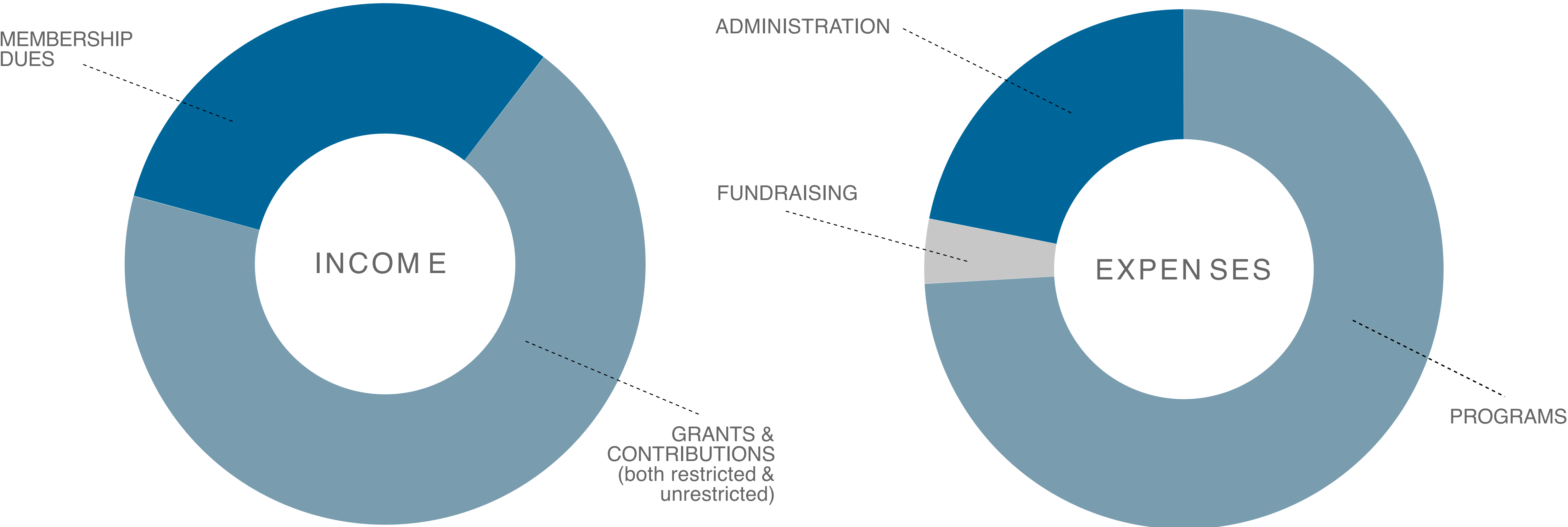
BRENDA GONZALES

Intern at Community Roots Housing

FINANCIALS

PROVIDING A VALUE PROPOSITION TO OUR MEMBERS

HDC works to provide a value proposition for members that earns their on-going support. As you can see, member dues comprise about a third of our budget, and the majority of our expenses are on programs designed to build the capacity of our members.



OPERATING INCOME

RESTRICTED CARRYOVER FROM 2019	\$120,701
MEMBER DUES	\$443,189
CONTRIBUTIONS- Restricted	\$494,986
CONTRIBUTIONS- Unrestricted	\$481,482
RESTRICTED CARRYOVER TO 2021	(\$302,904)
TOTAL	\$1,237,400

ASSETS

NET ASSETS - Beginning of Period	\$900,638
NET ASSETS- End of Period	\$1,176,314
CHANGE IN NET ASSETS	+\$275,676

OPERATING EXPENSES

PROGRAMS	\$933,219
FUNDRAISING	\$50,483
ADMINISTRATION	\$275,392
TOTAL	\$1,259,094



BRINGING TOGETHER LEADERS, INNOVATORS, BUILDERS, MOVEMENT-MAKERS ACROSS KING COUNTY

When a small group of affordable housing advocates started meeting in Seattle in 1988, no one imagined the HDC of today. HDC continues to expand its reach, engagement, and influence along with our evolving membership.

184

MEMBERS

21

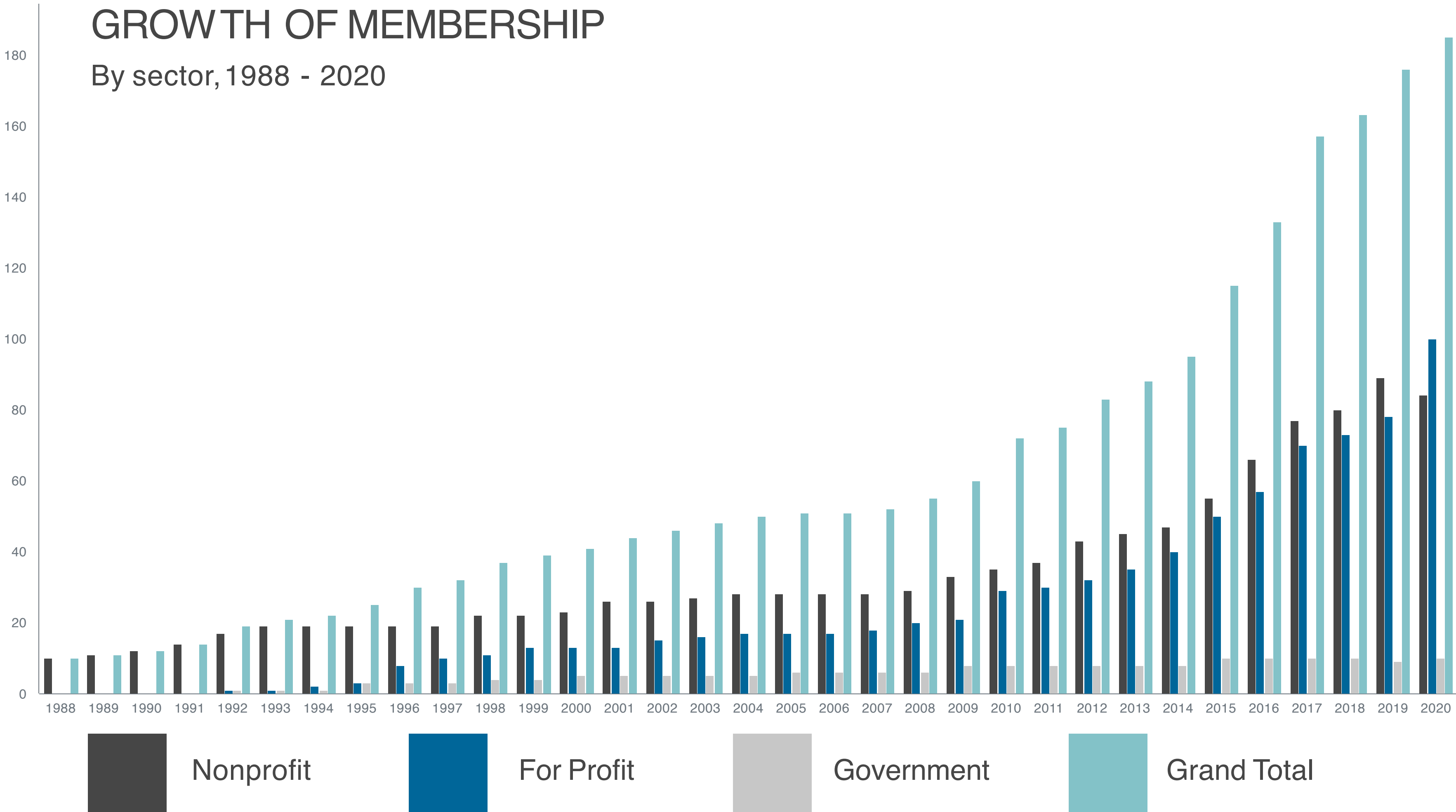
NEW MEMBERS

in 2020

93.3%

RETENTION RATE

in 2020



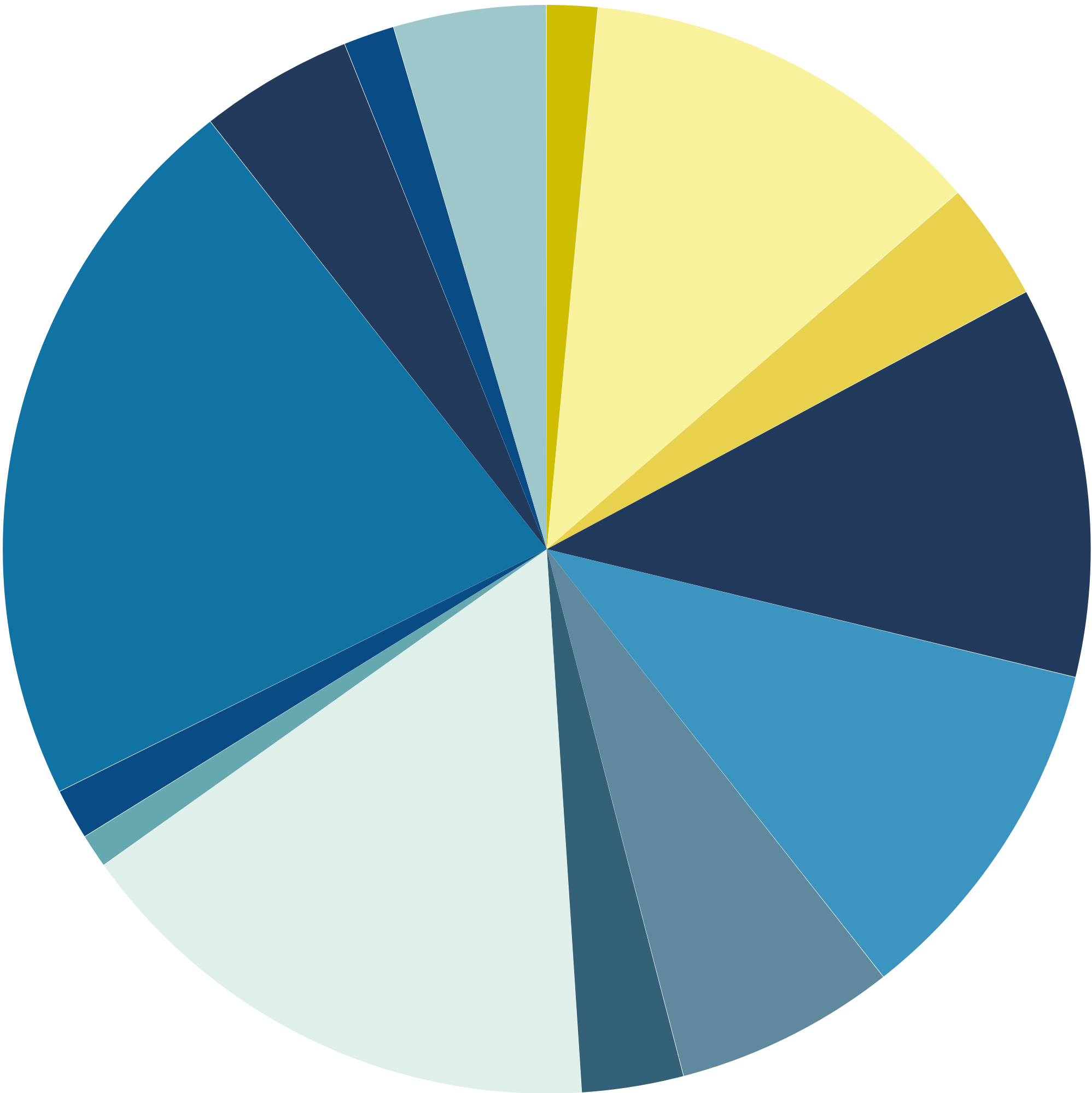
MEMBERSHIP

BRINGING TOGETHER LEADERS, INNOVATORS, BUILDERS, MOVEMENT-MAKERS ACROSS KING COUNTY

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MEMBERSHIP BY SECTOR

- Accounting
- Architect
- Association
- Bank/Private Funder
- Construction/Construction Specialty
- Design/Development Consultants
- Government
- Housing Developer/Provider
- Insurance
- Legal
- Nonprofit/Supportive Services
- Other
- Public Housing Authority
- Public/Nonprofit Funder





Affordable homes contribute to communities by adding vitality, increasing local purchasing power, and improving the quality of neighborhoods. HDC members are hard at work in communities within King County and beyond.

As of 2021, HDC members have collectively built and preserved:

48,500 AFFORDABLE HOMES*

in
38+ COMMUNITIES

covering

2,800+ LOCATIONS THROUGHOUT KING
COUNTY

* During the term of their membership

130,200
TOTAL INDIVIDUALS
in homes built & preserved by
HDC members

HDC members provided

22,437 FEDERAL HOUSING SUBSIDIES

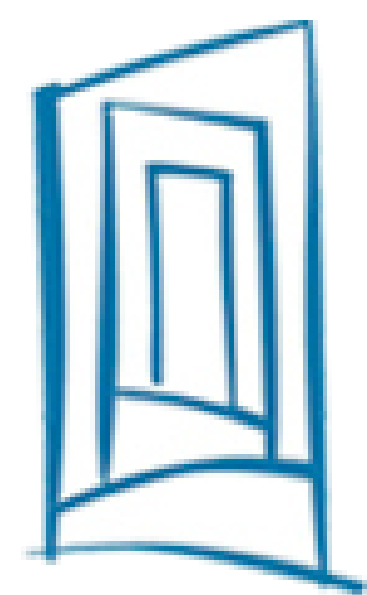
worth more than

\$300 MILLION

which benefited local economies.



WE ARE HDC



HOUSING
DEVELOPMENT
consortium

2020 MEMBER DIRECTORY



MEMBER	SECTOR	SEGMENT	JOINED
4EA Building Science	For Profit	Engineering	2017
Affordable Housing Management Association of Washington	Nonprofit	Association	2008
African Community Housing & Development	Nonprofit	Nonprofit/Supportive Services	2020
Aging and Disability Services	Government	Government	2010
Aging and Long-Term Support Administration	Government	Government	2020
AIA Seattle	Nonprofit	Association	2018
All Home	Government	Government	2015
Ally Community Development	For Profit	Design/Development Consultants	2012
Ankrom Moisan Architects	For Profit	Architecture	2013
ARC Architects	For Profit	Architecture	2007
ARCH	Government	Public/Nonprofit Funder	2005
Artspace Projects, Inc.	Nonprofit	Housing Developer/Provider	2004
Aspect Consulting	For Profit	Engineering	2018
Attain Housing	Nonprofit	Nonprofit/Supportive Services	2017
Bank of America	For Profit	Bank/Private Funder	1994
Banner Bank	For Profit	Bank/Private Funder	2014
barrientos RYAN	For Profit	Design/Development Consultants	2019
Baylis Architects	For Profit	Architecture	2016
Beacon Development Group	For Profit	Design/Development Consultants	1999
BECU	Nonprofit	Bank/Private Funder	2011
Bellwether Housing	Nonprofit	Housing Developer/Provider	1988
Blokable	For Profit	Construction/Construction Specialty	2017
BNBuilders	For Profit	Construction/Construction Specialty	2015
Boston Financial Investment Management	For Profit	Bank/Private Funder	2018
Brawner	For Profit	Design/Development Consultants	2019
BRIDGE Housing	Nonprofit	Housing Developer/Provider	2016
BUILD	For Profit	Architecture	2020
Building Changes	Nonprofit	Other	1993

WE ARE HD C

MEMBER

Business Impact NW
 Byrd Barr Place
 Capital One
 CascadeAffordable Housing Consultants
 Catholic Housing Services
 CBREAffordable Housing
 Chief Seattle Club
 City of Renton
 City of Seattle Office of Housing
 Clark Nuber
 Columbia Bank
 Community Frameworks
 Community Homes
 Community Roots Housing
 Compass Construction
 Compass Housing Alliance
 Congregations for the Homeless
 Crescent Collaborative
 DASH
 DCI Engineers
 Deacon
 DESC
 DevCo, Inc.
 DNDA
 Ecotope
 Edge Developers
 Ekovate Air
 El Centro de la Raza

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SEGMENT

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MEMBER

Emerald Cities Seattle
Encore Architects
Enterprise Community Partners
Environmental Works
Express Credit Union
Falkin Associates
Federal Home Loan Bank of Des Moines
First American
Forterra
Friends of Youth
GGLO
GMD Development
GS Consulting
Habitat for Humanity Seattle-King County
Harborstone Credit Union
Hawaii Housing Alliance
Heritage Bank
HERO House NW
HomeSight
Homestead Community Land Trust
HomeStreet Bank
Hopelink
Horizon Housing Alliance
Housing Resources Bainbridge
HumanGood
Imagine Housing
Impact Capital
InterIm CDA

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MEMBER

International Living Future Institute
International Rescue Committee
Jackson Main
JPMorgan Chase
Kantor Taylor PC
Kate's House Foundation
KeyBank
King County HHCDD
King County Housing Authority
Knit
LeadingAge Washington
LifeWire
LIHI
Lotus Development Partners
Loveridge Hunt
Lument
Madrone Consulting
Marpac Construction
Maul Foster & Alongi
Mercy Housing Northwest
Method Homes
Microsoft
Miller Hull
Mithun
MLK-Seattle Black Veterans Housing
and Human Services Group
Mt. Baker Housing
Multi-Service Center

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WE ARE HDQ

MEMBER

Muslim Housing Services
Nakano Associates
National Development Council
National Equity Fund - Northwest Office
National Housing Conference
Navos
Northwest EcoBuilding Guild
Novogradac
O'Brien360
Opportunity Council
OrePac
Pacifica Law Group
Parkview Services
Path with Art
Pike Place Market PDA
Pioneer Human Services
Plymouth Healing Communities
Plymouth Housing
Rafn Company
RBC Capital Markets
RDH Building Science
Rebuilding Together Seattle
Red Stone Equity Partners
Refugee Women's Alliance
Renton Housing Authority
Rolluda Architects
Runberg Architecture Group
SAGE Architectural Alliance
Sage Conservation

SECTOR

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WE ARE HD C

MEMBER

Schemata Workshop
 SCIDpda
 Sea Mar Community Health Centers
 Seattle CityClub
 Seattle Housing Authority
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 SHAG
 Shelter Resources, Inc.
 Simkin Search
 SKHHP
 SKL Architects
 Skyway Solutions
 SMR Architects
 Solid Ground
 Sound Generations
 Spectrum Development Solutions
 Sprague Israel Giles
 Square Peg Development/Pallet SPC
 Stoel Rives
 Synergy Construction
 The Salvation Army Northwest Division
 The Sophia Way
 Third Place Design Co-operative
 Tiscareno Associates
 Tonkin Architecture
 TWG Development
 ULI Northwest
 Umpqua Bank
 Union Bank

SECTOR

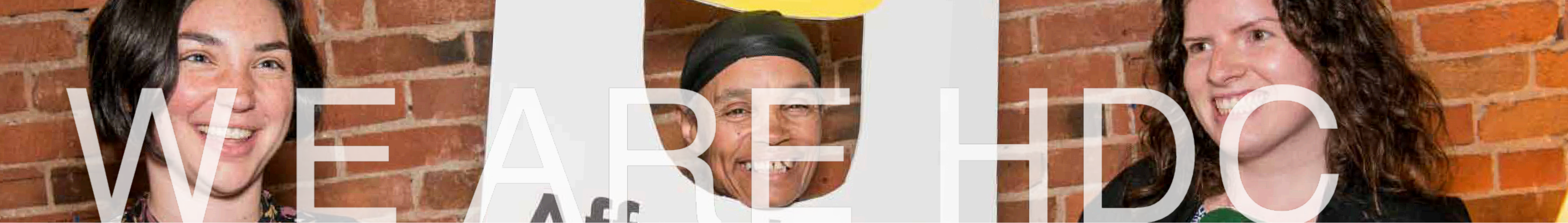
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 Housing Developer/Provider
 Association
 Bank/Private Funder
 Bank/Private Funder

JOINED

2008
 1988
 2009
 2018
 1995
 1988
 2010
 2004
 2018
 2020
 2019
 2016
 1996
 2009
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 2020
 2014
 2020
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 1999
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 2015
 2016
 2020
 1998
 2020
 2016
 2015
 2008



MEMBER

United Way of King County
Urban League of Metropolitan Seattle
US Bank
Valley Cities
Venture General Contracting
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VIA Architecture
Villa Comunitaria
Vine Maple Place
Vintage Housing
Vision House
Vitus
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Weber Thompson
Weinstein A+U
Weld Seattle
Wells Fargo
Wellspring Family Services
WG Clark Construction
Whitley Evergreen
William Wright Photography
YMCA Social Impact Center
YouthCare
YWCA Seattle I King I Snohomish

SECTOR

Nonprofit
Nonprofit
For Profit
Nonprofit
For Profit
Nonprofit
For Profit
Nonprofit
Nonprofit
For Profit
Nonprofit
For Profit
For Profit
For Profit
Nonprofit
Nonprofit
Government
For Profit
For Profit
Nonprofit
For Profit
Nonprofit
For Profit
For Profit
Nonprofit
Nonprofit
Nonprofit

SEGMENT

Nonprofit/Supportive Services
Nonprofit/Supportive Services
Bank/Private Funder
Nonprofit/Supportive Services
Construction/Construction Specialty
Bank/Private Funder
Architecture
Nonprofit/Supportive Services
Nonprofit/Supportive Services
Housing Developer/Provider
Nonprofit/Supportive Services
Housing Developer/Provider
Bank/Private Funder
Construction/Construction Specialty
Public/Nonprofit Funder
Nonprofit/Supportive Services
Public/Nonprofit Funder
Architecture
Architecture
Nonprofit/Supportive Services
Bank/Private Funder
Nonprofit/Supportive Services
Construction/Construction Specialty
Construction/Construction Specialty
Other
Nonprofit/Supportive Services
Nonprofit/Supportive Services
Nonprofit/Supportive Services

JOINED

2015
2018
1996
2012
2017
2016
2012
2018
2019
2020
2017
2017
2017
1996
1992
2015
2000
2010
2009
2020
1997
2010
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2020
2010
2018
2009
1991



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