



Affordable Housing Developer's Shopping List – Tug Hill Commission

Key essentials for
creating affordable
housing projects

About Me:

Supports Liberty's development and rehabilitation initiatives

Lifelong learner focused on personal and business growth

Adaptable, optimistic pragmatist who learns from failure (and success).

Coach, deep thinker, and someone who sees opportunity in difficulty and growth in every project.



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AFFORDABLE HOUSING INC.

Better Lives Through Better Housing



Patrick Calhoun, ARM, CAPM
Capital Projects Analyst

Our Approach:

Empowering communities through affordable, transformative housing solutions that **procure, protect, and preserve**

Transforming neighborhoods into **resilient, united** communities by inspiring change through **strategic partnerships** and **lasting impact.**

Creating communities where individuals and families can **thrive, chase dreams, and build a brighter future**



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Making Sites Palatable, Competitive, and (Nearly) Turnkey

Understanding Developer Mindset

Near-Turnkey Site Preparation

Collaboration Between
Stakeholders



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Why This Matters?

Structural Challenges in Rural Areas

Developer Risk Sensitivity

Importance of Site Readiness

Uncertainty as a Deterrent



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How Developers Actually Evaluate Sites

Rapid Site Triage

Shopping List Mentality

Impact of Early Uncertainty

Need for Proactive Preparation



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The Developer's Shopping List™ Overview

Key Evaluation Categories

Multi-Dimensional Readiness

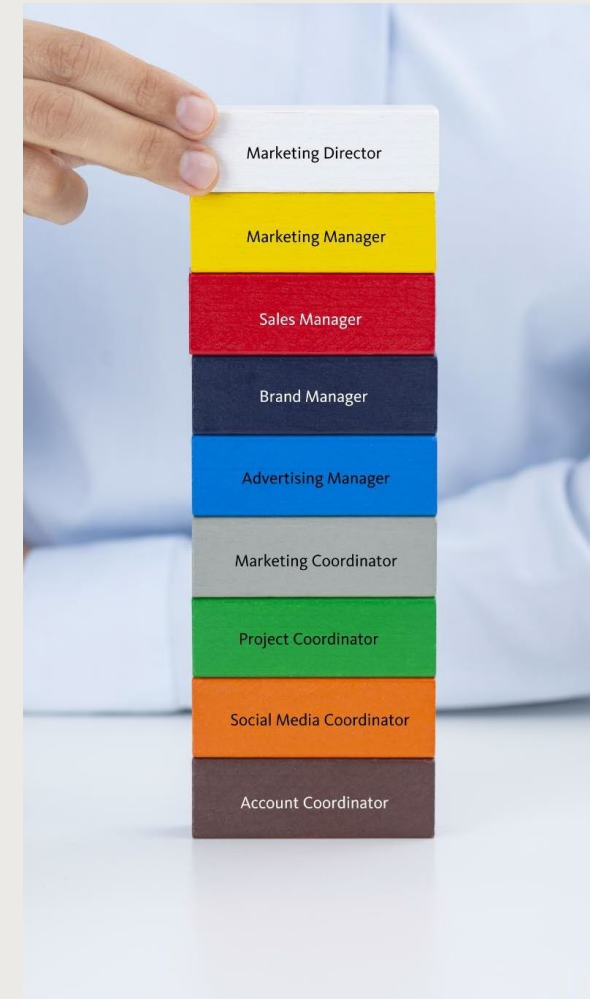
Public-Sector Role

Balanced Developer Perspective



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Site Control and Ownership Clarity

Importance of Site Control

Ownership Clarity Components

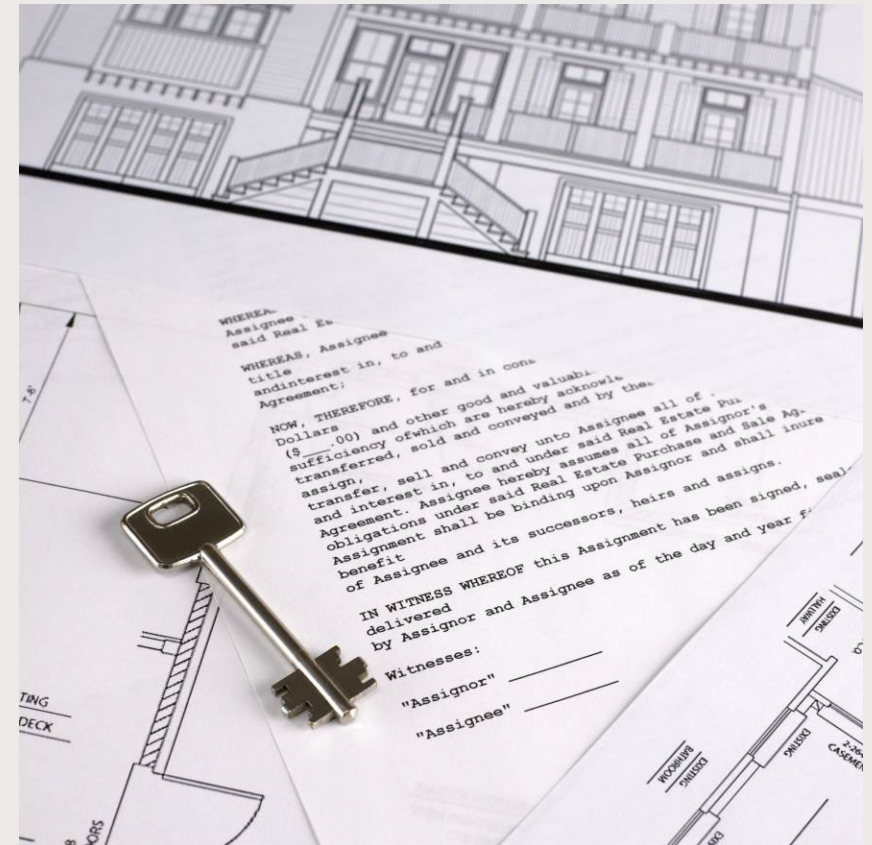
Municipal Role in Readiness

Funding and Tax Credit Gateways



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Environmental Due Diligence

Importance of Environmental Due Diligence

Known vs Unknown Contamination

Leveraging Due Diligence for Communities



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Zoning and Entitlements

Regulatory Clarity Importance

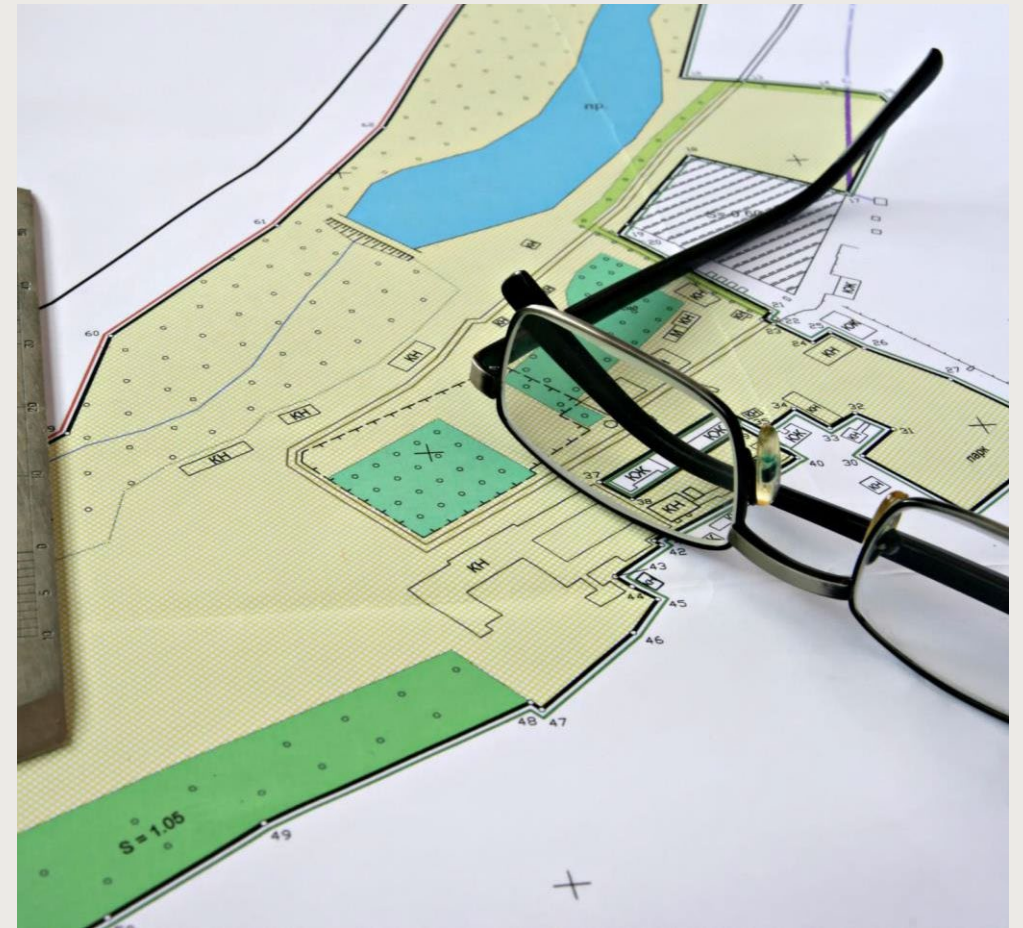
Alignment With Housing Goals

Proactive Zoning Reforms



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Infrastructure Readiness

Critical Infrastructure Components

Cost and Responsibility Clarity

Importance of Early Coordination

Transparency and Planning Benefits



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Incentives and Financial Signals

Municipal Commitment Signals

Incentive Variety and Impact

Incentives in Affordable Housing

Strategic Incentive Approach



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Affordable Housing Fit

Program Alignment Importance

Site Suitability Assessment

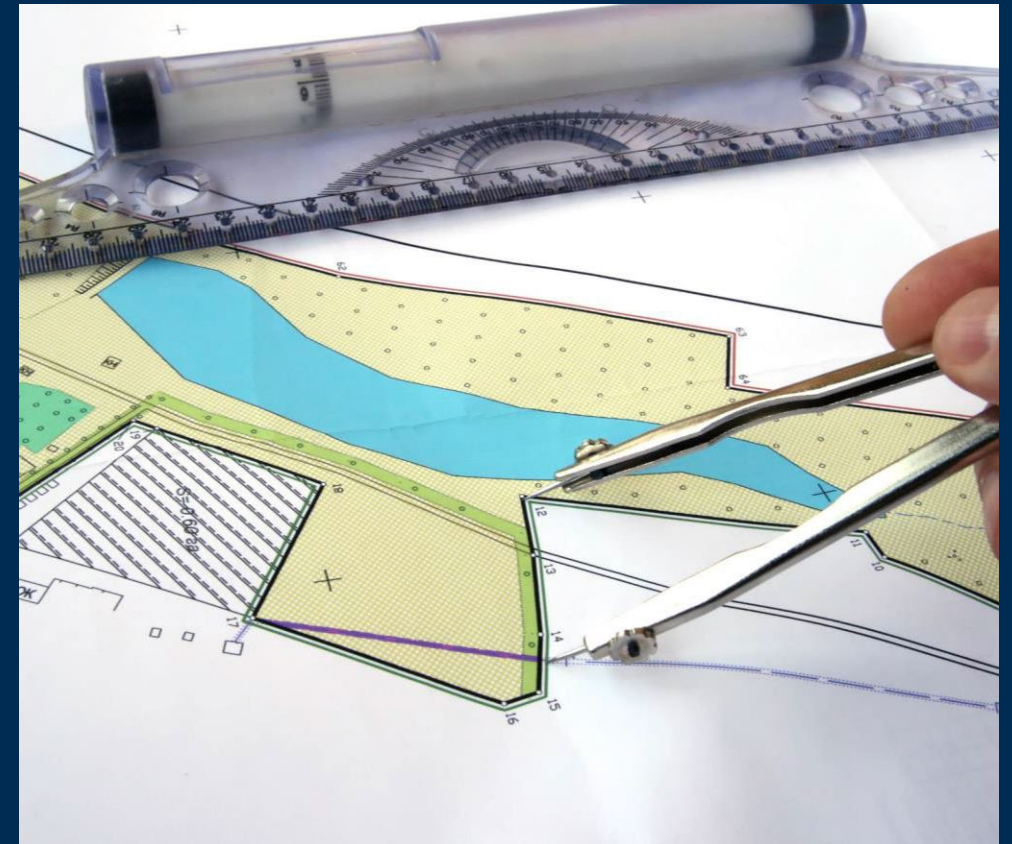
Accessibility and Infrastructure

Local Government Role



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Community and Political Support

Importance of Political Alignment

Risks of Late-Stage Opposition

Early Engagement and Consensus

Clear Expectations and Fair Processes



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Common Local Government Mistakes

Common Pitfalls in Development

Impact of Overestimating Market

Importance of Preparation

Encouraging Patient Approach



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How Tug Hill Communities Compete

Reducing Uncertainty Quickly

Readiness as Strategy

Leveraging Local Strengths



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THANK YOU!

**Let's Continue the
Conversation**



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