



SUMMER 2021
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"It's been a tsunami of new funding, but it's a good thing. It's all part of our mission—to alleviate poverty and produce quality affordable housing," says Bobby Wilkinson, Executive Director of Texas DHCA."

P17



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TEXAS DHCA THE NEED TO SERVE

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Improving Homes and Lives Every Day

Diverse real estate management firm with dynamic internal culture uplifts affordable housing communities in the Southeast during the pandemic

Starting as a small, family-owned company that joined a real estate partnership in 1970 to develop what is still the largest residential neighborhood in Orangeburg, South Carolina, NHE, Inc. has evolved into one of the largest multifamily property management and development firms based in South Carolina.

Today's NHE continues to diversify. The firm provides association management services to nearly 100 southeastern communities and service coordination to more than 80 locations across the country. NHE also manages approximately 5,000 market-rate apartments across the Southeast for leading ownership groups, including Graycliff Capital Partners, also based in Greenville, South Carolina, for which NHE President Taylor Davis is a Principal.

At the center of NHE's focus is its long-standing commitment to affordable housing. With a geographic footprint that has expanded



President :: Taylor Davis | Location :: Greenville, South Carolina



beyond South Carolina into parts of North Carolina, NHE manages 4,000 affordable housing units and has developed a dozen projects through the Low-Income Housing Tax Credit (LIHTC) program in the last 10 years.

"Our affordable portfolio includes Section 8 housing, some for elderly and other special needs populations, Hope VI redeveloped public housing that we also have in our management portfolio and income- and rent-restricted properties with no project-based rental subsidy," says Davis. "[It] runs the gamut within what we call affordable."

Prioritizing high-quality social programming for its elderly, disabled and low-income residents, NHE also provides service coordination for most of the properties under its management and many other senior living communities across the country. The robust NHE Service Coordination Program, which features 65 coordinators with social services backgrounds, serves as the link between affordable apartment communities and the enhanced resources and support that elderly residents and those with disabilities need to continue living as independently as possible in their homes.

ENHANCED COMMUNITY SUPPORT

While the cumulative financial impact of the COVID-19 pandemic has been relatively minor for NHE, staying connected with residents has become a significant challenge over the past year. Davis says the support provided by NHE's on-site service coordinators has been particularly vital, with many of the populations in the company's affordable communities being among the most vulnerable to the virus.



"We really relied on that team from a health standpoint, and their background as social workers [means] they're more attuned to deciphering regulatory guidance from the CDC and other local and state health department officials," says Davis. "We involved them to help us navigate these unique challenges and situations, especially [in] the early weeks of COVID-19. Our service coordinator teams are dispersed throughout the country, [and] they've been instrumental."

With large gatherings for seniors still on hold because of the pandemic, service coordinators have taken on more one-on-one check-ins and are ensuring that elderly residents who, in some instances, do not have any additional familial support are able to stay connected and continue to have their needs met during challenging times.



"Instead of having a holiday party, birthday party, activities in our community rooms or an outing that we would historically organize and facilitate, [we're] having to be creative to connect," Davis says. "In every community, those resources look different, and our people have done an amazing job at connecting."

Establishing some of the earliest vaccination centers in South Carolina during the initial stages of the state's vaccine rollout, NHE has held several vaccination clinics for residents throughout its portfolio over the past five months, ensuring as many residents as possible chart a safe path forward.


COMPANY CULTURE

Guided by the company's core values of integrity and professionalism, NHE has cultivated several fruitful and long-standing partnerships, including a decade-long relationship with leading multifamily investment firm, Stratford Capital Group.

"Spanning the last decade, Stratford Capital has experienced the good fortune of partnering with Taylor Davis and NHE in support of their development of eight affordable housing projects throughout both North and South Carolina," says Stratford Capital Group's Vice President of Acquisitions, Jared Rand. "The staff embodies the attributes of consummate professionals who are dedicated to their work as affordable housing developers and operators. The high quality of housing they construct and manage is a direct reflection of their devotion to serving the residents of their wonderful communities."

Exemplified by NHE's recent honor as one of South Carolina's Top Workplaces in 2021 and Davis receiving the 2021 Top Individual Leadership Award for large companies with more than 300 employees, the company's internal culture has continued to enjoy tremendous growth over the past five decades thanks to its emphasis on relationship building, collaboration and professional empowerment.

"It never gets old to see our people perform above and beyond and to see people enjoy professional or financial success while at NHE, or to be promoted to grow their career. That's

been one really fun aspect of having good growth," Davis says. "As a business owner [and] a company leader, when other people are just making it happen every day, that's fun to watch, and [we] foster an environment or culture where it's encouraged and celebrated when people have the initiative and the wherewithal to accomplish some pretty great things." 



OUR WORK IS THEIR HOME

Even in uncertain market conditions, Stratford Capital Group continues to build strong partnerships with investors and developers to bring affordable housing to thousands of families through solid underwriting and transparency. Partner with Stratford Capital Group and see why our clients continue to trust us to navigate the process. For your next project, choose someone who knows the way. **Choose Stratford Capital Group.**

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