

Enterprise Faith-Based Development Initiative

Washington, DC & Nationwide | Program, Technical Assistance, Capacity Building

A clarion call to capture the potential of faith-owned land

The Faith-Based Development Initiative (FBDI) was launched in 2006 by the Enterprise Community Partners' Mid-Atlantic office to serve FBOs in the Washington, DC, metropolitan area interested in developing new affordable rental housing. The initiative was supported at the outset by the River Clergy-Police and Community Partnership, Georgetown University and Wesley Seminary. It combines training, capital, and technical assistance to FBOs who have land and occasionally other resources and are ready to work with others to build new units of affordable housing.

FBOs own substantial real estate assets. In the Washington, D.C. metropolitan area, for example, FBOs own 800 vacant parcels across five jurisdictions that, together, could accommodate 43,000-109,000 new housing units. But FBOs often lack the capacity, experience, and financial resources to leverage those assets and pursue redevelopment, or even keep up with property and building maintenance and stay financially afloat. Add to this the fact that faith leaders are often inundated with unsolicited letters and calls from developers offering to buy their property. For a FBO that has value in the land but is cash poor, these offers can be tempting.

FBDI aims in part to help FBOs avoid having to do a fire sale and have the capacity to create a positive impact through a different type of ministry. To date, FBDI has had two cohorts. The first included 17 FBOs and concluded in November 2023. The second is currently underway with a dozen FBOs and ends in October 2024. Through its partnerships with FBOs, Enterprise has created or preserved 1,500 affordable homes through \$2.2 million in grants awarded to support faith-based development across the U.S.

"There is a need in the land. There are people living in great distress. But there is also good news, my friends. Houses of worship own a tremendous amount of land in communities across the country, and there is opportunity, literally, in the land."

Rev. David Bowers, VP, Mid-Atlantic Market and Senior Advisor, Faith-Based Development Initiative
Enterprise Community Partners

Team

Program Design and Operations
Enterprise Community Partners

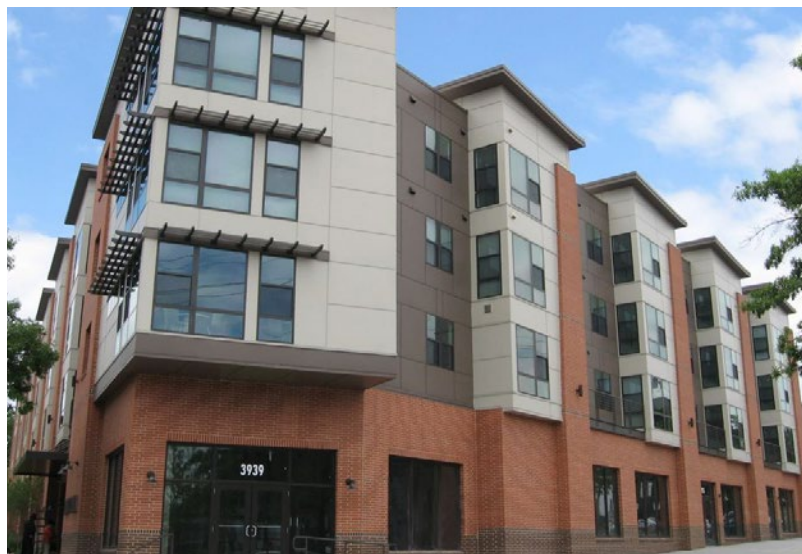
RESOURCES

[Faith-Based Development](#)
[Faith-Based Development Guide \[PDF\]](#)

Program details

FBDI goals

- Get **new units** of affordable housing and community facilities developed.
- Strengthen **neighborhood anchor institutions** as FBOs partner in the development process.
- Aim to “build an Enterprise program while nurturing a **national movement**.”



Elements of FBDI multi-year cohorts

TRAININGS

- Overview of the development process via 20-hour Enterprise branded FBDI curriculum.
- Exciting opportunities to collaborate with other cohort members.
- Unique engagement modeled after Shark Tank as a chance to seek support.
- Aim is to make senior clergy and lay leaders “comfortably conversant.”

CAPITAL

- Grants for early pre-development expenses, including market studies / feasibility analysis.
- Access to Enterprise products.

TECHNICAL ASSISTANCE

- Organizational assessments.
- Assigned time with a development consultant/owners’ representative.
- “Shepherding” TA from Enterprise staff.

CONTACT

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Program phases

CLARION CALL

to announce opportunities and release applications

APPLICATIONS

Open 6-8 weeks

Selection criteria include:

- demonstration of site control
- expressed interest in developing affordable housing or community facility
- consideration of existence of internal FBO team dedicated to the project
- existence or lack thereof of external development team partners
- previous development training experience
- previous affordable housing or community facilities development experience
- relationship with a nonprofit CDC (or similar entity)

SELECTION REVIEW

6 weeks

SELECTIONS MADE & OFFER EXTENDED

FBOs have 30 days to return intake materials

COHORT BEGINS

Enterprise FBDI DC 1.0 began May 2021 and formally completed grant period in November 2023

Enterprise FBDI DC 2.0 grant executed September 2022 and ends October 2024

Outcomes to date

9,000+ UNITS IN THE PIPELINE

1,500+ UNITS PRODUCED & PRESERVED

1 HEALTH CLINIC

- Granted \$6M+ to faith-based development organizations.
- \$125+ million in loans (Enterprise Community Loan Fund and Bellwether Enterprise).
- \$86+ million in tax credit equity (Enterprise Housing Credit Investments).
- Hosted 160+ training sessions and 65 networking luncheons for more than 450 houses of worship and faith-based organizations.
- Policy wins/government support in Miami, Seattle, Washington State, Washington, D.C., Prince George's County, MD.

DC COHORT 1.0

\$1M+ in recoverable and direct grants

3,000+ total hours of support
training, consultant TA, and shepherding

17 project plans completed

8 development partners selected

1,109 homes anticipated in 7 of 8 wards

Faith institution

	Projected number of units	Projected AMI level
Lincoln Congregational Temple UCC (Central Athletic Conference)	42	30-80%
Church of the Pilgrims	75	50-60%
Emory United Methodist Church	65	60-120%
First Baptist Church – Deanwood	48, 40 (rental), 3 (for sale)	50-80%
Metropolitan AME Church	27	40-60%
New Bethel Baptist Church	124	30-50%
Paramount Baptist Church	74	60-80%
Tabernacle Baptist Church	115	50-80%
Pennsylvania Avenue Baptist Church	90	50-90%
Van Buren United Methodist Church	15	60-80%
Zion Baptist Church	87	40-80%
Calvary Episcopal Church	60	TBD
St. Columba's Episcopal Church	45	TBD
First Baptist Church – Petworth	65	40-80%
Mt. Moriah Baptist Church	72	60-120%
New Community Church	90	30-60%
Southeast Tabernacle Baptist Church	62	60-80%

DC COHORT 2.0

\$960K+ in recoverable and direct grants

60+ total hours of support
training, consultant TA, and shepherding

12 project plans completed

2 development partners selected

900 homes anticipated in 7 of 8 wards

Faith institution

	Projected number of units	Projected AMI level
Allen Chapel	*	*
Berean Baptist Church	*	*
Carron Baptist Church	Approximately 92	*
Christian Tabernacle Church	*	Up to 80%
Church of the Epiphany	100	*
Living Word Church	*	*
Florida Avenue Baptist Church	*	*
Mosaic Church of the Nazarene	8	*
Ward Memorial AME Church	*	*
Salem Baptist Church	40+	*
Union Temple Baptist Church	25-30	*
Shiloh Baptist Church	*	*

*Since this cohort is currently underway, these outcomes will be determined in 2024/2025

Lessons learned

Nonprofit entities often need extensive technical assistance

Understandably, unfamiliarity with development process and fear of the unknown often leads to inaction on the part of faith institutions.

Connection to intellectual capital is critical

FBOs need relationships with many other actors, including government officials, developers, attorneys, designers, and more. These professionals can help from navigating the critical "go or no-go" decision point to actually completing the development. In particular, faith institutions need their own real estate or land use attorney who is looking out for their interests.

Be clear up front: what's in it for me?

At times, both FBOs and developers can struggle with mistrust and a lack of appreciation for the value-add the other brings to the table.

"Iron sharpens iron"

Peer learning plays a vital role in faith-based development. When clergy members can connect, they can avoid pitfalls others have experienced and share information about industry professionals who served them well or poorly.



Past successes laid the groundwork

To launch the FBDI, Enterprise pointed to the various faith-based projects it had already completed. Then, \$1 million in private funding from Wells Fargo Foundation helped make the case for public investment in this effort.