

# FAIRFAX COUNTY GOVERNMENT

*Come for a Job. Stay for a Career.*

FAIRFAX COUNTY DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT



*A place to...*



*call my own*



*Fairfax County First Time Homebuyers*



*A place to...*



*grow young*



*Fairfax County Senior Housing*



*A place to...*



*call home*



*Fairfax County Rental Program*

**DEPUTY DIRECTOR OF REAL ESTATE FINANCE AND DEVELOPMENT  
FOR THE  
DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT**

## FAIRFAX COUNTY

Fairfax County is one of the premier centers of commerce and technology in the United States. It is among the highest income counties in the country. Located just west of the nation's capital, Fairfax County is the most populous jurisdiction in the Commonwealth of Virginia, with 13.5% of Virginia's population, and it is a great place to live, work and do business. The county maintains an exceptional Triple A bond rating.

Fairfax County has an excellent school system and is a national leader in K-12 public education. The public school system is one of the highest-rated school systems in America. It is a leader in higher education, and houses the campuses of five major colleges and universities, including the main campus of George Mason University, and Northern Virginia Community College, the largest community college in the Commonwealth of Virginia.



Photos courtesy of the Fairfax County Economic Development Authority

## HOUSING AND COMMUNITY DEVELOPMENT IN FAIRFAX COUNTY

The Fairfax County Redevelopment and Housing Authority (FCRHA) was approved by voter referendum in 1965 and established in 1966. The FCRHA, a separate legal entity whose members are appointed by the Fairfax County Board of Supervisors, possesses specific powers granted by state law, and is composed of eleven commissioners who serve four-year terms. Nine of the commissioners represent supervisor districts and two are at-large appointees. The FCRHA is Fairfax County's affordable housing finance agency, and is the premier provider of affordable housing in the county. The award winning FCRHA is well known for its regional and national achievements and has been recognized as a "High Performer" by the U.S. Department of Housing and Urban Development for over ten years. Most recently, the agency was named a Moving to Work (MTW) agency, a prestigious title awarded to only 39 housing authorities in the country.

In 1973, the Fairfax County Board of Supervisors established the Department of Housing and Community Development (HCD). HCD serves as staff to the FCRHA as well as the Board of Supervisors. The Department of Housing and Community Development is an integral part of a networked human services system in Fairfax County.

The programs that fall under HCD include: the FCRHA's federal Public Housing and Housing Choice Voucher Programs, the Fairfax County Rental Program, as well as all housing finance activities of the FCRHA. In addition, HCD manages housing and community development programs for the Board of Supervisors, such as the Community Development Block Grant (CDBG) and HOME Investment Partnership funds, the first time homebuyers program, and the Bridging Affordability program.

More information can be found at <http://www.fairfaxcounty.gov/housing>



## THE MISSION

The mission of the Fairfax County Department of Housing and Community Development (HCD) is to **create** and preserve affordable housing and caring, livable communities; **serve** the diverse needs of Fairfax County's residents through innovative programs, partnerships and effective stewardship; and **foster** a respectful supportive workplace. Fairfax County's "Housing Blueprint" places emphasis on providing affordable housing for those with the greatest need, including homeless families and individuals, persons with disabilities, and people with extremely low incomes. HCD oversees the prioritization and the allocation of resources through the Blueprint.



## THE STRATEGIES

- Moving to Work and "THRIVE" – The FCRHA will use its HUD Moving to Work designation to help program participants move through the county's Housing Continuum toward self-sufficiency.
- Bridging Affordability – to harness the creative power of non-profit organizations to better meet the affordable housing needs of homeless families and individuals, those at-risk of homelessness, and persons with extremely low incomes.
- Re-Focusing existing resources
- Affordable housing for seniors, persons with disabilities, and persons with other special needs
- Leveraging the capacity of public/private partnerships through affordable and workforce housing
- Affordable housing development programs.

## THE GOALS

The Fairfax County Housing Blueprint has four goals:

- To end homelessness in 10 years;
- To provide affordable housing options to those with special needs;
- To meet the affordable housing needs of low-income working families; and
- To produce workforce housing sufficient to accommodate projected job growth.



## THE PROGRAMS

### THRIVE

Total Housing Reinvention for Individual Success, Vital Services and Economic Empowerment: The THRIVE Initiative is all about linking residents to services and programs offered by other county agencies or non-profit organizations aimed at helping them become more self-sufficient. These programs are designed to help residents better manage their money; train for a new job; pursue college or other training; become a better parent; learn English; improve their health; and perhaps even purchase a home.

At the heart of THRIVE is the FCRHA's designation from the U.S. Department of Housing and Urban Development (HUD) as a "Moving to Work" (MTW) agency.

### RENTAL HOUSING PROGRAMS

#### Fairfax County Rental Program (FCRP)

includes all rental property owned by the FCRHA and developed with funds other than Public Housing funds. This local program includes housing for families, single persons, seniors, and supportive housing for special populations. There are over 1,965 FCRP multifamily units. In addition, there are a total of 504 senior units also managed under the FCRP program;



**Public Housing Rental Program** - The FCRHA operates 1,060 units of federal Public Housing. The



Public Housing units are managed and maintained by HCD. The units were built or acquired using federal public housing funds.

Units include townhouses, garden apartments and condominium units, and are located throughout the county;

## **Housing Choice Voucher Program -**

HCD administers the federal Housing Choice Voucher rental subsidy program (formerly known as the Section 8 Program) for Fairfax County and the cities or towns with which the county has agreements. Participants in the Housing Choice Voucher Program receive assistance to rent privately-owned housing units that are located in apartment complexes, condominiums, townhouses, or single-family homes;

## **Senior Housing and Assisted Living**

**Communities** – HCD oversees 10 senior housing and assisted living communities providing affordable housing for seniors, persons with disabilities, and persons with other special needs. As with the multifamily properties in the Fairfax County Rental Program and Public Housing, some properties are managed directly by HCD, while others are managed by third-party management firms under HCD supervision;



## **FIRST TIME HOMEBUYERS PROGRAM**

The First Time Homebuyers Program offers affordably priced townhomes and condominiums- both new and resale – to first-time homebuyers. The program is a component of the county’s Inclusionary Zoning Affordable Dwelling Unit Program and has been providing opportunities to low/moderate-income households since 1992.

## **COMMUNITY REVITALIZATION PROGRAMS**

HCD participates in Community Revitalization Programs focusing on the revitalization of the county’s communities through strategic development, land development and investment opportunities.

## **REAL ESTATE FINANCE RESOURCES FOR DEVELOPERS OF AFFORDABLE HOUSING**

The Affordable Housing Partnership Program provides funds to nonprofit and for-profit housing development organizations for the development and preservation of affordable homeownership and rental housing.

## **AFFORDABLE DWELLING UNIT RENTAL PROGRAM**

The ADU Rental Program was established when the Fairfax County Board of Supervisors approved the Affordable Dwelling Unit Ordinance in July 1990. The program provides qualified low and moderate income households the opportunity to live at a reduced rent in some of the new privately-owned and privately managed market-rate apartment communities located in Fairfax County.

## **WORKFORCE DWELLING UNIT PROGRAM**

The WDU Rental Program provides income-qualified households the opportunity to live at a reduced rent in some of the new privately-owned and operated market rate apartments communities in the county.



## **THE POSITION**

Manages and oversees all aspects of real estate development and planning, and real estate finance, homeownership and relocation services for a housing department and public housing authority with revenues in excess of \$110 million generated from a variety of federal, state, and local programs and a real estate portfolio of approximately 4,000 affordable housing units. Directs the agency’s Real Estate Finance, Design, Development and Construction including Private/Public Partnerships, Capital Improvement Program, Land Development, the Affordable Dwelling Unit Program, the Workforce Dwelling Unit program, Home Repair for the Elderly Program; HOME Investment Partnership Program (HOME); and Community Development Block Grant Program (CDBG) activities.

The Deputy oversees Capital Projects in the Fairfax County Redevelopment and Housing Authority’s real estate portfolio and represents the agency in evaluation of Public/Private Partnerships. Oversees Capital Improvement planning and

implementation; oversees implementation of the county's Inclusionary Zoning Affordability Dwelling Unit (ADU) Program and Ordinance, county's Workforce Dwelling Unit (WDU) policy and other related homeownership programs. Serves as assistant secretary to the Fairfax County Redevelopment and Housing Authority (FCRHA). The Deputy Director oversees the operations and administration for major federal grant programs, including CDBG and HOME.

This senior leader directs the Divisions of Real Estate Finance and Grants Management; Design, Development and Construction; and Homeownership and Relocation, comprised of more than 50 professional, technical and support staff reporting through three division directors. Interacts with investors, financial institutions, federal, state and local officials, residents and clients and acts for the Director when required. In partnership with the Director, the Deputy creates an environment of collaboration to support system-wide approaches to program planning and decision making. Interfaces with County agencies including the Departments of Management and Budget, Planning and Zoning, Public Works, Land Development Services, Procurement and Supply Management, the Office of the County Attorney and departments within the County's Human Services System as well as an extensive network of nonprofit and for profit community partners.

The ideal candidate will be a visionary leader with the capacity to set high and attainable goals, and possess a willingness and ability to take responsibility and apply relevant education, knowledge and/or experience to direct strategic real estate design and development and to create and preserve affordable housing in Fairfax County. The Deputy Director will model entrepreneurship, external awareness, financial stewardship, global strategic thinking and communication, and cultivate our future leaders by creating a culture of engagement and innovation.

## **MINIMUM EDUCATION & EXPERIENCE**

Any combination of education and experience equivalent to a bachelor's degree in business, public administration or related program area, with a minimum of at least seven years of increasingly responsible managerial and administrative experience in public administration, financial management, housing management, real estate finance, or design, development and construction. A master's degree in an appropriate field may be

substituted for one year of the required experience.

## **THE CANDIDATE**

The successful candidate will have the capacity to demonstrate proven experience in development and preservation of affordable housing programs and financing; display the ability to motivate, coach, and mentor staff as part of each individual's development and career planning; and must have the ability to build and foster a team environment. The candidate must have the ability to develop and sustain collaborative partnerships with land use/development agencies of local government, local human services systems, and with a diverse community that is very engaged in the establishment of policy, planning, and delivery of services.

## **QUALIFYING EXPERIENCE:**

Preferred candidates will have at least a Bachelor's or Master's in finance, architecture or civil engineering with seven years of progressively responsible management experience with:

- License as a Professional Engineer or Architect
- Certification as a Project Management Professional
- Proven experience and ability in managing a budget in excess of \$100 million
- Experience managing complex public/private partnerships
- Skill in architecture/engineering and/or real estate finance
- Skill in managing large scale redevelopment and development projects
- Proven ability to establish, maintain and sustain partnerships with boards, other governing bodies that have policy and administrative authority, diverse communities, and non-profit/for-profit community providers
- Knowledge of HUD programs and regulations skills.

## SPECIAL REQUIREMENTS

The appointee to this position will be required to complete criminal background, driving record and credit history checks to the satisfaction of the employer.

## COMPENSATION AND BENEFITS

Salary is open within the established range of \$95,627.38 - \$159,378.34, depending on the qualifications and relevant experience of the selected candidate. Fairfax County Government's total compensation package includes:

- Defined benefit retirement system and deferred compensation program option
- Outstanding and affordable health, dental and life insurance plans
- Generous paid holiday pay schedules and leave programs



### TO APPLY

Submit your resume online through Fairfax County's automated application system at:

<https://www.governmentjobs.com/careers/fairfaxcounty>

Refer to advertisement for Deputy Director for Real Estate, Finance and Development

It is the policy of Fairfax County Government to prohibit discrimination on the basis of race, sex, color, national origin, religion, age, veteran status, political affiliation, genetics, or disability in the recruitment, selection, and hiring of its workforce.

Reasonable accommodations are available to persons with disabilities during application and/or interview processes per the Americans with Disabilities Act. Contact 703-324-4900 for assistance. TTY 703-222-7314. EEO/AA/TTY



*A place to...*



*thrive*



*Fairfax County Public Housing/  
Housing Choice Voucher Program*



*A place to...*



*work*



*Fairfax County Magnet Housing  
and  
Workforce Housing*



*A safe...*



*caring place*



*Fairfax County Group Homes*

## **Fairfax County Department of Human Resources**

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To receive this information in an alternate  
format, please call 703-324-4900; TTY 711