



# 2022 Annual Report

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# *Building Up*

## Brief

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As we look back on an incredible year, I am both honored and humbled to assume the reins from retiring President/CEO Shelley Murphy and continue our vital mission of *building up*.

In a region known for its prosperity, Wesley Housing remains steadfast in our commitment to serving those who are often left behind by the rising tide of affluence.

Across our 31 affordable housing communities, our award-winning Housing Stability Initiative (HSI) provides supportive services to 3,100+ residents to ensure they have the resources and assistance needed to advance their stations in life. This has allowed 100% of households to maintain their housing for the past four consecutive years.





In 2022, our organization experienced unprecedented growth and impact. We relentlessly pursued our vision of creating vibrant communities where everyone has a safe, quality, affordable place to call home. As a result, Wesley Housing concluded one of its busiest years to date, capped off by the construction of seven communities (571 units), representing \$231 million in total development costs. These efforts led the team to be named the 2022 *Developer of the Year* by the Housing Association of Nonprofit Developers (HAND). Read more in *Development in Review*.

None of these achievements would have been possible without the unwavering support of our valued partners, donors, and volunteers. Your belief in our mission and your dedication to creating more equitable and inclusive communities has been the driving force behind our success.

As I prepare to step into this new role in January 2023, I'm filled with excitement and optimism for what lies ahead. Thank you for your support, and I look forward to sharing our progress with you in the coming year. Together, we are empowering the most vulnerable populations in our region, helping them build better lives and brighter futures.



Sincerely,

Kamilah McAfee

*Kamilah*

President/CEO, Wesley Housing



At year-end, President/CEO Shelley Murphy retired from Wesley Housing after a remarkable 15-year tenure leading the organization. Murphy was awarded the Game Changer award by Virginia Housing Alliance at the 2022 annual awards ceremony, which recognizes an innovator, visionary, influencer, and/or doer for major breakthroughs and outstanding achievements in the affordable housing industry.



Shelley Murphy and Michelle Krocker, former Executive Director of Northern Virginia Affordable Housing Alliance, were recognized by the Fairfax County Board of Supervisors for their longtime dedication to increasing awareness and supply of affordable housing in the County and region.

# About Wesley Housing

Wesley Housing's mission is to *build up* the lives of our most vulnerable community members by creating and operating healthy, inclusive, stable, affordable housing communities and providing supportive resident services.

## Core Operating Values

### Hope

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We fuel our commitment, our creativity, and our compassion with faith in the future and human resources entrusted to us.

### Inclusiveness

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We lift and celebrate the value of diversity within our communities and in our actions and choices. We are proactive in speaking out for equity so that each person has access to what they uniquely need to accomplish their aspirations.

### Leadership

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We inspire and motivate everyone to magnify our mission and impact.

### Leverage

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We maximize and influence available financial and human resources through partnership, volunteers, and tapping into the talent and energy in our communities.

### Stewardship

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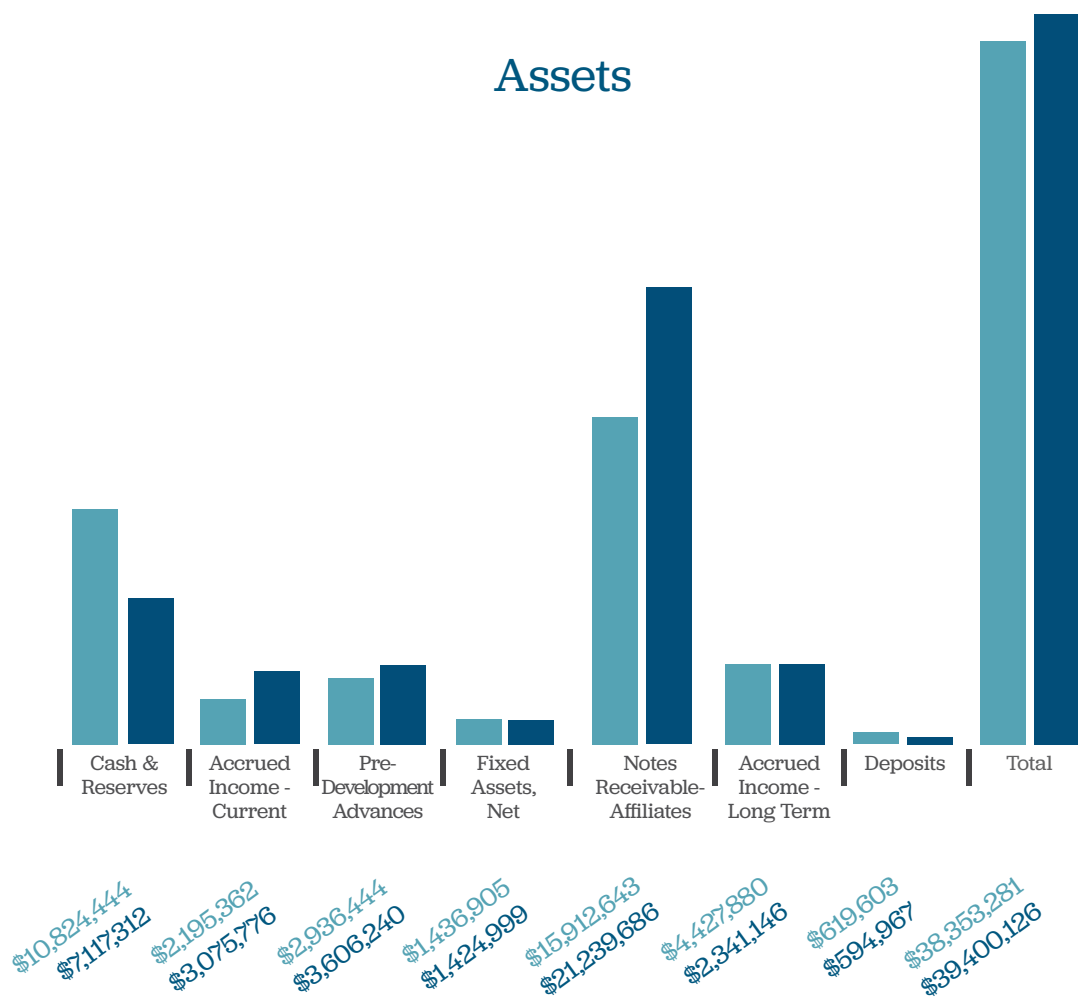
We apply ingenuity and pursue solutions to make the best use of available financial and human resources entrusted to us.



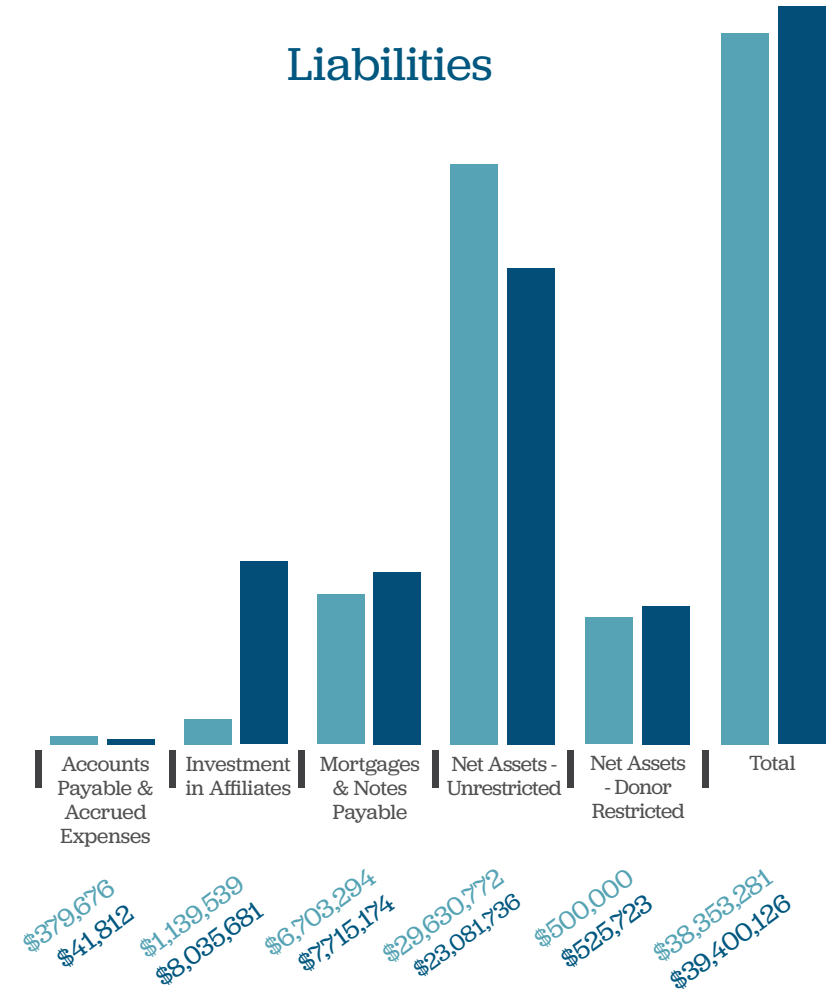
# Financial Report

2021 2022 *Figures independently audited by CohnReznick LLP.*

## Assets



## Liabilities



# Commitment to Diversity, Equity & Inclusion (DE&I)



Wesley Housing celebrates diversity within our workplace and in our communities by ensuring all staff members and residents alike feel seen, heard, and valued. Everyone, regardless of identity or circumstances, should feel a sense of belonging in our community and have opportunities to grow. We are committed to working toward a more diverse, equitable, and inclusive future by ensuring all Wesley team members and residents have access to the tools and resources they need to reach their goals. This means prioritizing language access; creating accessible, trauma-informed spaces; and including everyone's voices in our service model; among many more.

## A Continuous Journey

In 2022, Wesley Housing launched its Diversity, Equity, and Inclusion (DE&I) training initiative, a culmination of leadership's efforts spanning over two years to bring the team together for in-person sessions. This training complemented the annual online modules provided by Grace Hill, ensuring employees stay current and compliant with DE&I and other essential practices. Despite pandemic-related delays, the eagerly awaited in-person session proved invaluable. Employees emerged with heightened awareness, deeper understanding, and newfound motivation to apply the acquired tools.

Recognizing that DE&I is more than a mere collection of programs and policies, it stands as a cornerstone of our mission of *building up*. Understanding its critical role, we have committed to clearly articulating our goals and pledges in this realm. This commitment serves as a framework to hold ourselves accountable, celebrate our progress, and remain transparent about our direction forward.



One of Wesley's DE&I goals is crafting inclusive newsletters for residents. Notably, community newsletters are distributed in six different languages.



# Forging Partnerships that *Build Up* Our Residents

## Building Long-Term Financial Health

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Wesley Housing residents and staff have access to free, confidential, one-on-one credit counseling sessions thanks to Renter Advantage™, a collaboration between the National Foundation for Credit Counseling (NFCC) and the Housing Partnership Network (HPN).

Wesley's Resident Services Coordinators connect residents to certified credit counselors to help them navigate their financial challenges with a trained professional. Counselors will then contact residents in their preferred language to provide solutions based on the resident's specific situation, provide a space to talk openly about their financial situation, and offer unbiased financial and credit advice.

From the launch of the program in July 2022 through December 2022, **148 residents were referred to a certified credit counselor.**

## Bridging the Digital Divide Through Free High-Speed Internet

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In partnership with Comcast and Centri Tech, our team has provided a managed Wi-Fi network (100/100 Mbps) at six of our new construction and renovated properties at substantially reduced rates, allowing residents to develop education, employment, and independent living skills.

**Nearly 500 households have free in-unit and common area-managed Wi-Fi** to address the digital divide.



# Award-Winning Resident Services

The average household living in a Wesley property is home to two individuals and earns just \$36,688 per year, which is less than a third of the Department of Housing and Urban Development's 2022 Median Family Income for our region. It's a stark reminder of the existing disparities. Our 3,100+ residents are 87% Black, Indigenous, or People of Color (BIPOC), compared to 53% in the region at large, demonstrating the racial inequities in our area. Our portfolio is 55% women, and 69% of households are headed by a single parent/adult. In addition, the majority of families have limited English proficiency (Spanish, Farsi, and Amharic being predominant languages), which makes it difficult for adults to navigate social services independently.

In 2022, residents accessed our supportive services 7,836 times. Behind each of these data points, there's a face, a family, an individual seeking to advance their station in life.

## Housing Stability

- **1,548** evictions prevented (100%)
- **735** families served
- **824** households accessed linkage and referral services
- **6** families moved into market-rate rentals or purchased a home

## Education/Job Stability

- **215** residents participated in employment coaching
- **180** kids and teens participated in Wesley Housing's youth programs

## Health, Wellness, & Material Assistance

- **780** families received material assistance
- **400** residents participated in health and wellness offerings





# Success Stories



**Resident M.S.**, a native Spanish speaker, came to Wesley Housing's community ParcView after 39 months of homelessness. Her previous life consisted of working multiple part-time jobs and seeking a bed at different transitional shelters each night. While in her new home at ParcView, she sustained an injury requiring hospitalization, which resulted in her missing work and losing her jobs. With this loss of income, M.S.'s mental health began to deteriorate. She worried how she would pay rent and maintain her new apartment. Her anxiety was compounded by not feeling a sense of belonging at ParcView, a large 149-unit property where there is not a significant Spanish speaking population. She informed staff she was terminating her lease and moving out at the end of the month – and returning to her former life in transitional shelters.

ParcView's Resident Services Coordinator (RSC) told M.S. that she was not yet at risk of eviction, and she could help in finding assistance to cover her next few months' rent while she could not work. For almost two weeks, M.S. refused assistance and was determined to leave the community at the end of the month. The RSC reached out to a local faith-based organization and informed them of the situation. They pledged \$1,500 on her behalf. Four days before M.S. planned to leave, the RSC met with M.S. one last time and informed her of the assistance they had received for her and how other public resources were available. They only needed her cooperation and assistance with paperwork to make it happen.

Beginning to trust our staff, M.S. discussed her fears and anxieties, including her lacking a sense of community and preference for smaller crowds. Staff immediately informed her that one of Wesley's neighboring communities in the City of Alexandria, Beverly Park, was a quarter of the size of ParcView with only 33 units on site. Further, Beverly Park is home to a predominantly Spanish speaking population that could help her feel more at home and assimilate into her new apartment. Resident M.S. agreed to remain at ParcView until a unit became available at Beverly Park.

Ten minutes after Maria left the RSC's office, she received a call that Beverly Park had an immediate vacancy and that the RSC had begun her transfer.

Today, M.S. is not homeless thanks to one of Wesley's many determined and caring staff members. She remains a happy, Wesley resident in her new community, has recovered from her injury, and is looking for new work from the safety of a stable home and supportive community.



**Resident M.R.** and her four children have called The Hampshire home since October 2020. Her youngest son, who recently celebrated his fifth birthday, was very excited about starting school. Along with his three siblings, he makes the short walk to the local elementary school. He knows the route, his teacher's name, and the location of his classroom.

Providing back to school supplies for four children was a growing concern for Resident M.R. She was worried. She wanted her children to begin the school year in confidence and properly equipped with new shoes and school supplies. While tending to laundry in the laundry room in her building, she saw a flyer on the bulletin board promoting registration for free back to school supplies for school age children (K - 12th grade). Resident M.R. contacted her Resident Services Coordinator immediately and registered her four children. At distribution, their family received four backpacks filled with school supplies. Her youngest son quickly opened his backpack to see what was inside. He shouted to his mother, "Look, 48 crayons! WOW!"



# Development in Review



ParcView II



Wesley-Lamb Permanent Supportive Housing Community



Wesley Housing Named Developer of the Year

- Wesley Housing acquired **Parc Square Apartments** (66 units, Alexandria). After first addressing life safety issues to improve habitability, Wesley plans to redevelop the property, as well as nearby properties.
- The Alexandria City Council voted in favor of the Planning Commission's proposal to rezone three parcels of land to develop **ParcView II** (200 units, Alexandria), Wesley Housing's proposed redevelopment of its existing ParcView Apartments.
- Fairfax nonprofit homeless services provider **The Lamb Center** and Wesley Housing received unanimous approval from Fairfax City Council on a Special Use Permit to redevelop the Hy-Way Motel into a five-story 54-unit residential/mixed-use permanent supportive housing community.
- Wesley Housing was awarded a \$2.5M grant from the Amazon Housing Equity Fund to acquire **Holmead Apartments** (100 units, Washington, DC [Ward 1]), which will be converted into affordable, accessible units for those earning between 30-80% AMI.
- The Falls Church City Council approved Wesley to operate five quadplexes in **Virginia Village** (20 units, Falls Church) with a long-term goal of redeveloping the community into permanent affordable housing.
- Wesley Housing, in partnership with **First Christian Church of Falls Church**, prepared for a Fairfax County Planning Commission Hearing to approve the proposed construction of an affordable housing community (up to 113 units) for older adults on land adjacent to the church in Bailey's Crossroads.
- The financing stack for the redevelopment of **1 Hawaii** (70 units, Washington, DC [Ward 5]) was confirmed, with closing expected in the coming year.
- Wesley Housing was selected as **Developer of the Year** by the Housing Association of Nonprofit Developers (HAND), recognizing the organization's overall achievement and impact made during the 2021 calendar year including rapid expansion, an active pipeline, "green" priority, innovative partnerships, well-managed communities, commitment to residents, and more. Wesley previously received this honor in 2017 and 2006. Watch the video announcement here: [youtu.be/fI8GGVWV47Q](https://youtu.be/fI8GGVWV47Q).

# Crane Watch

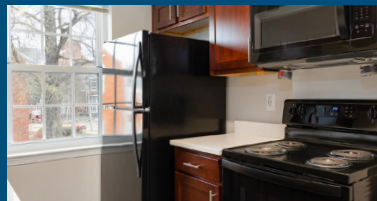
The year marked a significant milestone for Wesley Housing, highlighted by the construction or preservation of seven communities.



The Waypoint at  
Fairlington, Alexandria,  
VA (81 units)



The Cadence  
Arlington, VA (97 units)



Whitefield Commons  
Arlington, VA (68 units)

Construction expected to  
complete in January 2023:



Senseny Place  
Winchester, VA (63 units)



The Arden, Alexandria  
(Fairfax County), VA  
(126 units)

Renovations expected to  
complete in Spring 2023:



The Hampshire  
Washington, DC [Ward 4]  
(56 units)



Quarry Station Seniors  
Apartments, Manassas, VA  
(80 units)



# Leadership Team

## Board of Directors

### **President/CEO**

Shelley Murphy

### **Chair**

John Gibb  
Managing Director  
Jones Lang LaSalle

### **Past Chair**

Nancy Minter  
Retired, Former Director  
of Library and Information  
Services  
Urban Institute

### **Treasurer/Vice Chair**

Michael T. Cranna  
Managing Partner  
Granite Lake Holdings, LLC

### **Secretary**

Kenneth Wu, Esq.  
Attorney  
Lopez & Wu, PLLC

Kim Armstrong  
Retired, Former Senior Vice  
President  
Wells Fargo Bank

Marcia Bradford  
Senior Vice President and  
Commercial Lending Officer  
Chain Bridge Bank, N.A.

Rev. Dr. Sarah Calvert  
District Superintendent  
Northern Virginia District of  
the United Methodist Church

Brooke Cooper  
Founder & Managing Partner  
Tech Acumen Group

Justine Fitzgerald  
Partner  
Hirschler Flesicher

Suzanne Moran  
Vice President, Institutional  
Relationship Manager  
TD Bank/TD Private Client  
Group LLC

David Roodberg  
CEO/President  
Horning Brothers

June Stowe  
Retired, Former Vice  
President for Finance  
and Administration  
Wesley Theological Seminary

Malanda Worrell  
Vice President  
Market Operations  
Jones Lang LaSalle

## Corporate Staff

Shelley Murphy  
President/CEO

Frank Mooney  
President of Wesley Property  
Management

Chris Cherry  
Chief Financial Officer

Kathy Mejasich  
Chief Operating and  
External Relations Officer

Lisa Davis  
Vice President of Wesley  
Property Management

Kamilah McAfee  
Senior Vice President of  
Real Estate Development

Darryl Leedom  
Director of Resident Services

Mati Jones  
Senior Manager of Human  
Resources

Leslie Steen  
Senior Advisor

## Advisory Board

Casey Brill  
Clyde Edwards  
Michael W. Graff, Jr.  
Jeff Greenspan  
Erik T. Hoffman  
Nancy Minter  
Cassia Sookhoo

*As of December 2022*

# Contributors & Program Partners

## Key Contributors

### \$500,000+

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Amazon Housing Equity Fund  
Virginia Housing

### \$100,000 - \$299,999

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TD Charitable Foundation  
Fairfax County  
ACT for Alexandria  
Hearst Foundations

### \$75,000 - \$99,999

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Northern Virginia Regional Commission  
Philip L Graham Foundation

### \$50,000 - \$74,999

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Islamic Relief USA  
John Edward Fowler Memorial Foundation  
Housing Partnership Network  
Morgan Stanley

### \$25,000 - \$49,000

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Centri Tech Foundation  
Virginia Foundation for Healthy Youth  
DC Housing Finance Agency  
Capital One  
McCutchen Foundation

### \$15,000 - \$24,999

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Judy Annis  
Kiwanis Club of Alexandria VA  
Washington Forrest Foundation  
Arlington County  
Vermont Energy

### \$10,000 - \$14,999

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Clark-Winchcole Foundation  
NOVA ScriptsCentral  
The Jacquemin Foundation  
Wells Fargo Foundation

### \$5,000 - \$9,999

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Walter L Phillips Inc.  
The Community Foundation for Northern Virginia  
Klein Hornig LLP  
Harkins Builders, Inc  
Ivakota Association Inc.  
The JV Schiro Zavela Foundation  
The M & T Charitable Foundation  
The Phase Foundation  
Truist  
Walsh, Colucci, Lubeley & Walsh PC  
Walter A. Bloedorn Foundation

## Program Partners

ACTION in Community Through Service (ACTS) • Alexandria Health Department • ALIVE! • All Ages Read Together • Arlington Department of Human Services • Arlington Food Assistance Center • Cake 4 Kids • Catholic Charities Diocese of Arlington • Community Residences Inc. (CRi) • Credit.org • CVS Project Health • Fairfax County Department of Family Services Adult and Aging Division • Fairfax County Neighborhood and Community Services • Fairlington Presbyterian Church • Food for Others • For Children's Sake of Virginia • Girls on the Run • Hearts of Empowerment • Housing Partnership Network • Inova Health System • La Clinica Del Pueblo • National Foundation for Credit Counseling • Neighborhood Health • NOVA ScriptsCentral • Old Presbyterian Meeting House • Our Stomping Ground • The Salvation Army • SHARE of McLean • The Spitfire Club • St. Ann Catholic Church • United Community • Virginia Department of Housing and Community Development • Washington Metropolitan Police • Women Giving Back

# Our Communities

## City of Alexandria, VA

Beverly Park • 33 units  
 Lynhaven • 28 units  
 ParcView • 149 units  
 Parc Square • 66 units  
 The Waypoint • 81 units

## Arlington County, VA

The Cadence • 97 units  
 Colonial Village • 162 units \*  
 Culpepper Garden • 204 units  
 Knightsbridge • 37 units \*  
 Whitefield Commons • 68 units  
 William Watters • 21 units  
 Union on Queen • 193 units

## Fairfax County, VA

The Arden • 126 units Alexandria, VA\*  
 Ben Franklin House • 6 BRs Springfield, VA  
 Coppermine Place I • 22 units Herndon, VA  
 Coppermine Place II • 66 units Herndon, VA  
 The Fallstead • 82 units McLean, VA\*  
 HiddenBrooke • 6 units Springfield, VA  
 Madison Ridge • 98 units Centreville, VA  
 Springdale House • 6 BRs Falls Church, VA  
 Strawbridge Square • 128 units Alexandria, VA\*  
 Wesley Agape House • 12 BRs Fairfax County, VA  
 Wexford Manor • 74 units Falls Church, VA\*

## City of Falls Church, VA

The Fields of Falls Church • 96 units

## City of Manassas, VA

Quarry Station • 79 units

## Washington, DC

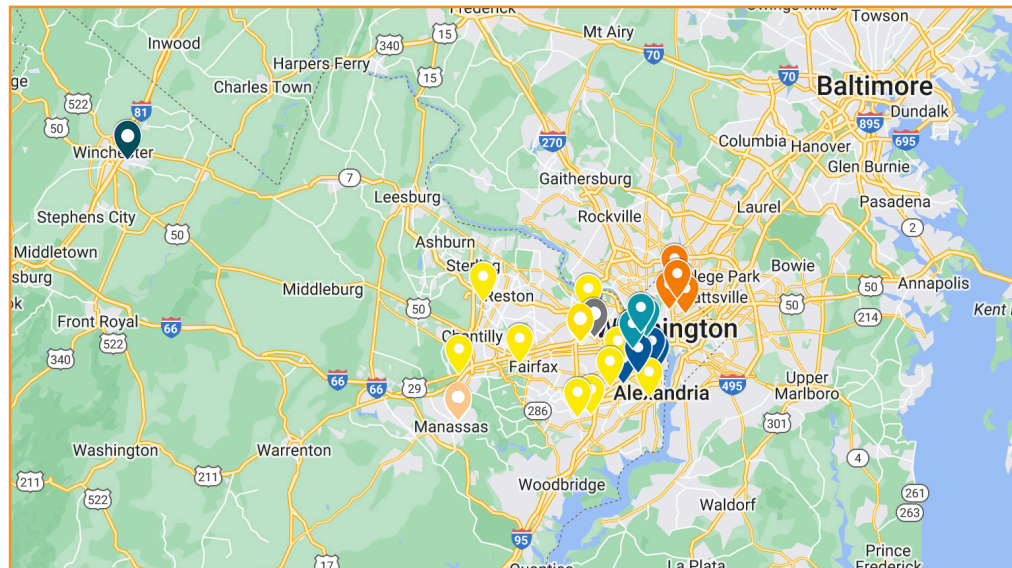
1 Hawaii • 34 units  
 Cedar Street • 30 units  
 Brookland Place • 80 units  
 The Hampshire • 56 units

## City of Winchester, VA

Senseny Place • 63 units\*

\* Coming Soon

\* National Housing Management Association's Communities of Quality® Recognition







## **Affordable Community of the Year Finalist**

Knightsbridge Apartments was selected as a finalist for the National Apartment Association (NAA) Affordable Community of the Year Award. This award recognizes an affordable apartment community that excels in service both to the residents and community.



# Get In Touch

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