



 true ground
HOUSING PARTNERS

2024

Impact Report





The State of True Ground:

Reflections, Opportunities, and Impact

Welcome to True Ground and to our 2024 Impact Report. I want to extend my personal thanks to every resident, partner, board member, and staff member for a year of inspiring growth. We remain deeply committed to our mission and to creating welcoming spaces for all residents who call a True Ground community home thanks to your generous support.

Affordable housing is now at the top of the agenda within communities across the country. Nationally, we are experiencing a shortage of more than 7 million affordable homes. In the DC metro region alone, we need more than 225,000 affordable homes by 2030 to meet the growing demand. As a regional leader, True Ground is thoughtfully engaging with our partners to continue building homes, providing compassionate services to over 5,700 residents, and scaling up our operations to make a difference when housing access is becoming even more challenging.

At the enterprise level, we completed the transition from APAH to True Ground Housing Partners, signaling our regional commitment to providing affordable homes and nurturing brighter futures. This year was our most successful fundraising year to date thanks to your support. We appreciate working with donors, volunteers, and philanthropic partners who share our belief that hope, like a home, needs nurturing and care.

From a real estate perspective, we continue to innovate and demonstrate resourcefulness when developing or redeveloping affordable communities. In 2024, we grew our development pipeline, opened two new properties, and advocated for financing and policy changes at the local, state, and federal levels.

From a resident success perspective, we're proud to provide opportunities to support residents as they strive for their dreams. In 2024, we implemented programs to support mature adults' health and wellness, provided financial wellness resources and college readiness for young adults, reduced barriers to food access for families across the region, increased our volunteerism efforts, and strengthened our service partnerships.

All of this...because at True Ground, we believe that stable housing provides a firm foundation for success. With housing access becoming even more challenging, we're dedicated to strengthening our communities and building hope for everyone, no matter their economic circumstances. It's why our resident services team provides transformative and engaging programming to promote residents' social and cultural capital. With your support, True Ground programs enable residents to have a seat at the table, designing and participating in activities that instill dignity, kindness, and respect in every interaction.

We are encouraged by progress made toward the bold goals outlined in our 5-year strategic plan. But more important than achieving our goals is what grounds us, a belief that everyone deserves a place to call home—a foundation to build their dreams. Thank you for being part of our story for True Ground's first 35 years; we have a lot of ground to cover in the next 35. Together, let's create a welcoming environment where everyone can thrive.

Carmen Romero

Carmen Romero,
PRESIDENT AND CEO



True Ground Leadership

Board Members



Rich Jordan

CHAIR

Potomac Investment Properties



Carmen Romero

PRESIDENT

Chief Executive Officer, True Ground Housing Partners



Buzz Roberts

VICE CHAIR

National Association of Affordable Housing Lenders*



Andy VanHorn

SECRETARY

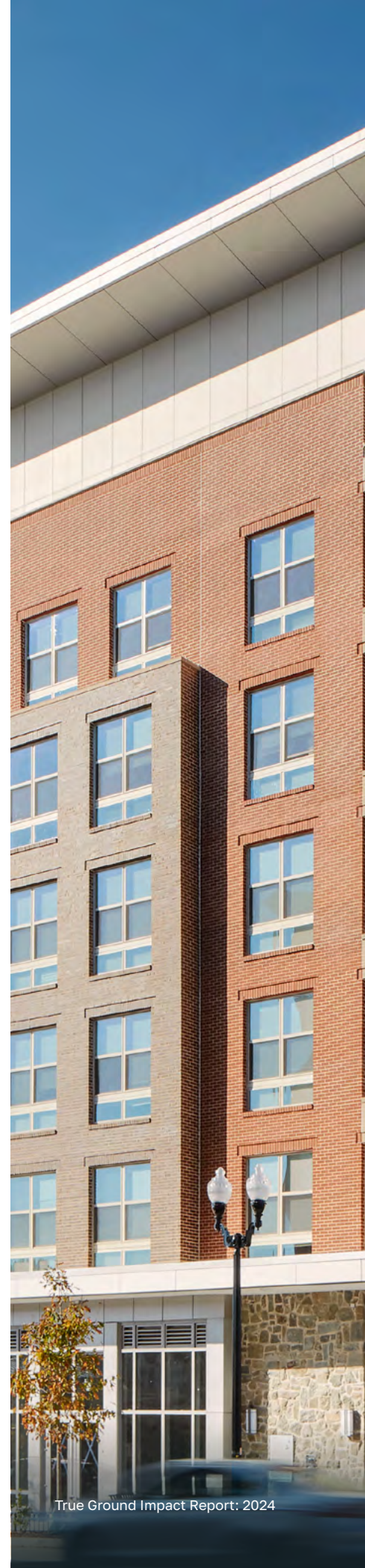
Washington Commanders



John Green

TREASURER

Blackstar Stability





Board Members

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The Holladay Corporation

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George Mason University

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Womble Bond Dickenson (US) LLP

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Washington Council, Ernst & Young*

Tannia Talento

Office of U.S. Senator Mark R. Warner

LaTasha Rowe Waddy

NFM Lending

Kevin Yam

Iron Point Partners

** retired*



MISSION STATEMENT:

*We exist to provide
quality affordable housing
and resident-centered
programming to help our residents
make the most of their home.*

VISION STATEMENT:

*Everyone deserves
a place to call home—
a foundation to build
their dreams.*



Celebrating 35 Years of Service ... *and a New Name!*



In 1989, Arlington Partnership for Affordable Housing (APAH) founders chose an Irish proverb as their motto: In The Shelter Of Each Other The People Live.

The proverb evokes mutuality, interconnectedness, and a commitment to reciprocally supporting neighbors. The founders' sentiment remains relevant as APAH transitioned to its new identity—True Ground Housing Partners.





true groundg
HOUSING PARTNERS



Why did APAH change its name?

Over the past 35 years, APAH evolved and expanded to respond to the community's housing needs, providing residents with a secure and inclusive place to call home. Today, when housing is at its least affordable point in our history, more residents across the region need a firm foundation and true partner more than ever. The change to True Ground reflects our expanded geographic footprint and deep dedication to providing stable affordable homes - grounding individuals and families in thriving, supportive communities. Many of you have been part of the organization's growth from a modest, Arlington-based nonprofit into an enterprise operating more than 2,800 homes in five jurisdictions, serving more than 5,700 people with resident-centered programming. We are humbled to carry our founders' vision forward as True Ground today and for years to come.

Finally, to honor our history and look toward the future, True Ground staff gathered a small group of partners, board members, and friends to film a history project that celebrates our roots. Visit YouTube and search **True Ground History Project** to watch the full film.



Scan the QR code to view the 35 year anniversary history display, or visit truegroundhousing.org/history

Real Estate



True Ground has a bold development growth goal: to own and operate 7,500 units by 2028.

In 2024, True Ground owned 2,814 units across 23 properties, with another 2,097 units in the pipeline, and assets valued at over \$1 billion. Affordable Housing Finance magazine ranked True Ground #19 in its Top 50 Largest Affordable Housing Developers in the country, one of only two non-profits in the top 20.

A look at the real estate profiles signals True Ground's momentum, regional reach, and capacity to meet the affordable housing needs of our neighbors at scale.





Mike Chiappa
SENIOR VICE PRESIDENT,
REAL ESTATE

Real Estate

With each project, the team looks to develop thoughtful, sustainable communities that add to the neighborhood’s fabric. In 2024, True Ground celebrated the grand opening of Unity Homes at Ballston in Arlington Co., and Ilda’s Overlook Senior Residences in Fairfax, VA. Construction continued on Riggs Crossings Senior Residences in Washington, DC (opening March 2025), Joe and Midge Wholey Legacy Homes in Rosslyn, VA (opening December 2025), and The Exchange at Spring Hill Station in Tysons, VA (opening in 2027). Renovations at Arna Valley View and Marbella Apartments were completed in late 2024, showing our commitment to reinvesting in our communities.

True Ground balanced its growth aspirations and implemented cost reduction strategies to maintain communities according to our high standards and provide housing stability for at-risk residents.

This year, True Ground’s maintenance efforts were highlighted in Arlington County’s annual Housing Quality Standards, or HQS, inspection. The findings showed that 1,000 units had a 99% pass rate, signaling our strong partnership with residents and property management partners to keep our communities secure and operating well. A look at the real estate snapshot signals True Ground’s momentum, regional reach, and impact across the region.



Unity Homes at Ballston

ARLINGTON, VA

- Unity Homes at Ballston boasts 144 new affordable apartments and a 26,699 square foot condo for Central United Methodist Church (CUMC).
- Access to WMATA and Metrobus available across the street.
- Located in Ballston, an economic hub within walking distance of multiple universities, ample employment opportunities, grocery stores, plus retail and recreational amenities.
- 5,000 square foot amenity space for resident programming, in addition to a resident courtyard, with green roof and grilling station.
- Provision Church Catering provides onsite food distribution and mission-minded catering from a commercial kitchen space.
- Kinhaven School, an early childhood education space co-located with CUMC, will accommodate approximately 90 children.
- Thirteen stained glass windows from the original church are on display, including a Tiffany window, Christ in Blessing, which is featured in the church lobby and available for public viewing.



Ilda’s Overlook Senior Residences

FAIRFAX, VA

- 80 affordable apartments for adults ages 62+.
- Seventy-two units are one-bedroom, and eight units are two-bedroom.
- Affordable for persons with incomes between 30 – 60% of area median income (AMI).
- 100% Universal Design to accommodate varying ages and abilities.
- Built to EarthCraft Gold multifamily standards, incorporates rooftop solar panels and energy-saving technology.
- Amenities include community spaces, a fitness and wellness suite, outdoor walking path, and onsite shuttle service.
- Naming pays homage to Black history in Fairfax County: “Ilda” refers to a post-Civil War community founded by two formerly enslaved blacksmiths. “Overlook” refers to the site’s elevated topography.



OPENING MARCH 2025

Riggs Crossing Senior Residences

WASHINGTON, DC

Riggs Crossing Senior Residences is True Ground’s first property in DC.

- 93 independent living senior units on four floors with underground parking.
- Fully affordable, designed for residents 55+ ranging from 30% -50% of the Median Family Income.
- 10 units set aside as permanent supportive housing for seniors coming out of homelessness.
- Two ground floor commercial space currently leased by black-owned retailers.
- In-residence laundry equipment, and green roof with solar panels.
- Across from grocery, retail, library and the Fort Totten Metro Station.



OPENING DECEMBER 2025

Joe and Midge Wholey Legacy Homes

ROSSLYN, VA

Formerly a 31-unit garden-style apartment complex.

- Will be transformed into 234 units. Affordable for incomes at 30%-60% AMI.
- Free Resident Wi-Fi and a Tot-Lot on property, Community Rooms, Resident Services Suite, Penthouse Amenity Space, Courtyard and more.
- 0.5 miles from Rosslyn and Courtyard job centers and Metro Stations.
- True Ground’s 7th hybrid 9%/4% tax credit project.
- Models Universal Design through majority of the building.



OPENING 2027

The Exchange at Spring Hill Station

TYSONS, VA

First 100% affordable project in Tysons at scale, located in a high-opportunity area with 100,000 jobs.

- 516 apartments affordable at incomes 30%-70% AMI.
- 100 project-based voucher units embedded into the building, and 10% permanent supportive housing.
- 10-minute walk to WMATA Spring Hill Metro station, groceries, and retail.
- 30,000 square foot community center owned and operated by Fairfax County, including a basketball court, fitness center, free and open to the public.
- One of the largest affordable housing projects ever in the Commonwealth of Virginia - Awarded Best Financing Deal of 2023 by Washington Business Journal.

Upcoming projects include redeveloping the Crystal House site in Arlington’s Crystal City. This project’s first phase is scheduled to begin in summer 2025.

The True Ground-EYA Joint Venture was selected as the project’s master developer. 432 units are projected to be completed in 2027 and will be affordable to incomes ranging from 30-60% AMI. Unique to the project, the building will have 60 three-bedroom units to serve families, which can be difficult to produce. The second phase, an age-restricted senior development, is scheduled to break ground in 2026.

Finally, True Ground continues its expansion in Loudoun County with the Avonlea Senior project, a 4-story building with 130 apartments for independent adults ages 62+, earning between 30% - 60% of AMI. Set to begin in early 2025, the project will be located near Stone Ridge, west of Dulles airport. Avonlea will be accessible to nearby amenities, including retail, healthcare, and community facilities. As with the Crystal House development, Avonlea too will have a second phase, planning to build 144 units of multifamily housing beginning in 2026.



Members of the Resident Council pose for a picture with president Carmen Romero and resident services coordinator, Quinten Eason at Celebrate Home.

MAKING THE MOST OF THEIR HOMES:

Resident Services Overview



Senior interacting with staff at True Ground's second annual Health Fair.

Where a person lives often determines their potential economic mobility, access to education, employment, healthcare, healthy food, and other indicators that shape one's quality of life. But having a strong foundation is just the beginning of realizing a hopeful future. Even with the opportunity to live in affordable housing, many residents are still spending more than 30% of their income on rent and are considered rent burdened. Nationally, half of all renter households are cost-burdened, and this figure climbs even higher in urban environments. While the majority of True Ground households are working families with average annual incomes of approximately \$40,955, many still struggle to afford necessities like food, transportation, and childcare. Research identifies these households as ALICE (Asset Limited Income Constrained, Employed). True Ground's high-quality services aim to provide stability and opportunity to those who call our communities home.

Our responsive 21-person resident services team provides residents with a trusted onsite contact to connect them to resources they need to thrive.

This year, thanks to your generous giving and support, team members provided thousands of residents with access to necessities and resources that stabilize our households, and hosted 681 events and programs with almost 60% of households participating in at least one. In doing so, we were intentional about creating community experiences not just for residents, but with residents. We remain committed to providing programming that matches the residents' unique background and rich diversity, which has enabled us to build a culture that meets neighbors' needs with urgency, compassion, and joy.



Marquan Jackson
VICE PRESIDENT,
RESIDENT SERVICES



Students attend the Dr. Martin Luther Kin, Jr. Essay Contest Celebration.



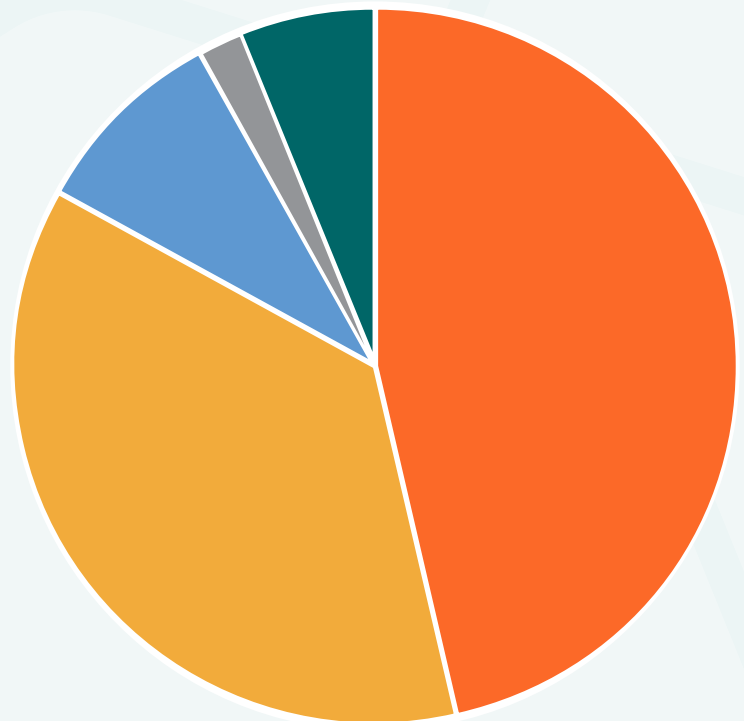
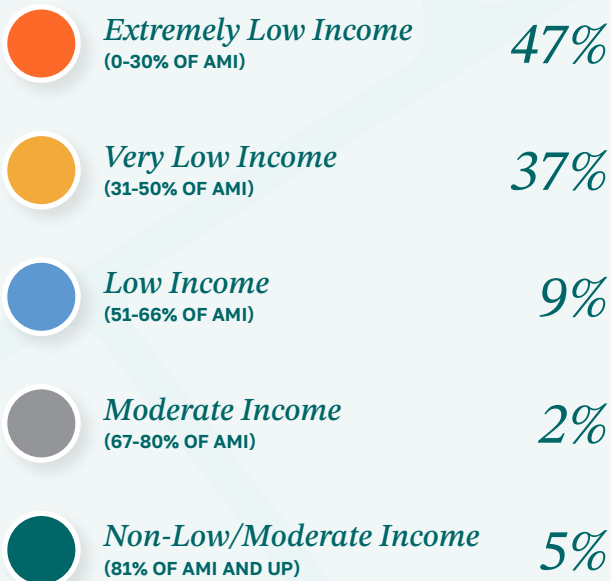
Who We Serve

Residents living at True Ground properties show resilience and perseverance while navigating often difficult circumstances. Our Resident Services team strives to build meaningful relationships, one resident at a time.

True Ground utilizes survey tools, resident feedback, and resulting data sets to tailor our priorities to residents' self-identified needs. As a result, resident satisfaction and engagement are growing.

Maintaining residents' housing stability allows True Ground to address other challenges or circumstances residents may face with more attention and precision. Our resident income snapshot below is the key data that drives our work.

Household Income *Share of Households*





RESIDENT SERVICES:

Resident Needs Assessment Summary

In 2024, True Ground conducted a resident services needs assessment for a systematic community pulse check. We received feedback from 23% of households across 19 properties—and are now able to better understand resident sentiments, improve program offerings for all residents, and accurately communicate needs to partners and funders.

36%



OF RESIDENTS

were concerned about running out of food in the next 12 months.

43%



OF HOUSEHOLDS

visited the emergency room at least once in the past 12 months

40%



OF RESIDENTS

said they were unable to pay at least one bill in full in the past 12 months.

76%



OF RESIDENTS

are satisfied with their living accommodations and **feel that the property they live in met, exceeded, or far exceeded their expectations.**

49%



OF RESIDENTS

cited a **“somewhat, or very strong” sense of belonging.**

29%



OF RESIDENTS

would not be able to pay an emergency expense of **\$400.**

21%



OF RESIDENTS

said they do not have **health insurance.**

2024 Programming Highlights





Housing Stability



Children, Youth, and Families



Community Engagement



Financial Wellness



Health, Wellness, and Senior Support





Housing Stability

Despite residents’ resiliency and tenacity, we estimate that more than 50% of residents are rent burdened, and more than 30% are considered severely rent-burdened, paying over half their income in rent. Two-thirds of low-income households in Northern Virginia are severely burdened by housing costs. In Maryland, 50% of renters face housing insecurity, and in DC, 12% of residents face housing insecurity. Rent relief efforts continue to keep families housed, but the most pressing need is deeply affordable homes for their earning less than 60% AMI.

Fortunately, with your help, we provided extensive rental relief, preventing 99% of evictions slated in 2024, and keeping those residents stably housed. True Ground maintains regular engagement with residents who may need financial assistance, unlocking resources to help them stay in their home. Housing stability is proven to improve educational, health, and socioeconomic outcomes, and is a critical piece of True Ground’s resident services program.



1%
EVICTION RATE

Maintained a 1%
eviction rate in 2024.

10%
OVERALL TURNOVER RATE

Signalling residents tend to
stay longer once they move in.

\$781k
RENTAL RELIEF RECEIVED
ACROSS THE PORTFOLIO

62
EMERGENCY FUND REQUESTS
FULLY COVERED

for a total of \$15,000.

853
RENTAL RELIEF REFERRALS MADE

Services supported included:
utility assistance, mobility
devices, prescription assistance,
and transportation assistance.

2024 PROGRAMMING HIGHLIGHTS:



Children, Youth, and Families

We aim to empower the second generation of residents and their families with tools and resources to discover their potential. This multi-generational approach can break cycles of poverty, reduce crime, improve health outcomes, and contribute to a more robust and resilient workforce.

Research suggests that investment in youth programming has the potential to impact long-term social and economic systems. The David P. Weikart Center for Youth Program Quality reports that for every dollar spent on an after-school program, society gets \$3 in return through educational, economic, and social benefits.

For every dollar invested in early childhood education, there is a return of up to \$7 in societal benefits that increases overall productivity.

In 2024, True Ground provided more than 130 programs and more than 7,000 on-site interactions, driving long-term societal value for residents. Program highlights include the Dr. Martin Luther King Jr. Essay Contest, After-school Learning program, Ready to Learn, Reading Rocks, Scholarships and Little Learners Expo.

Dr. Martin Luther King Jr. Essay Contest



Afterschool Learning Program

39

CHILDREN PARTICIPATED

Ready to Learn

Students met with True Ground staff to order their own school supplies and other essential items like clothes. Back to School Bashes were also held at multiple properties to distribute backpacks and supplies.

719

CHILDREN SERVED IN 2024

162

EXTRACURRICULAR SCHOLARSHIPS

for a total of over \$19,000.

scholarships for enrollment fees, classes, equipment, etc. Most common requests were for Soccer, Basketball, Swim, Volleyball, Arlington Parks & Rec programs, and Girls on the Run.

Reading Rocks

Supported literacy programming for K-5 students by hosting read-a-thons. Events were held on a school in-service day, and provided a fun environment for kids to gather and practice reading skills.

210

CHILDREN PARTICIPATED

Little Learners Expo

56

PARTICIPANTS

Community Engagement



Residents experience community engagement in two unique ways at True Ground—through advocacy and educational opportunities, as well as portfolio-wide events. These opportunities offer platforms to make their voices heard and build stronger, supportive communities.

Research indicates that participation in community programs and leadership opportunities can increase chances for upward mobility.

Resident-Led Advocacy Efforts

True Ground hosted Arlington County officials at three resident-led listening sessions this year. Topics included transportation access, food access, parking, and updates on community resources. These listening sessions strengthen our longstanding relationship with Arlington County as we seek solutions to resident needs and refine service delivery to more residents.

Listening sessions between residents and Arlington County Staff:

- 3/25/2024 at Columbia Hills: 17 attendees
- 5/23/2024 at Queen’s Court: 37 attendees
- 10/14/2024 at Arlington Mill: 26 attendees



True Ground’s Resident Council provided critical insight into our renaming effort, by sharing their experiences and their hopes for what the new brand might seek to achieve. In 2024, the Council received grant funds from Virginia Housing to strengthen their structure and impact, empowering the group to become fully self-governing. The Council’s autonomy will allow them to be guided by the resident perspective and contribute to decision-making and program design throughout True Ground.



Portfolio-Wide Events

The True Ground team plans and executes large-scale special events that aim to reach every household. These events require collaboration between asset management and property management to ensure that the property can host such events and not disrupt the quality of life.

The True Ground Shuttle took residents to 48 individual field trips, including a trip to Hershey Park with 38 residents from Snowden’s Ridge, plus 47 senior-specific trips to places such as The People’s Pantry, National Gallery of Art, Fair Oaks Mall, Farmer’s Markets, grocery stores, libraries, and more!

Last fall, we hosted our very first Quinceañera, a celebration of teen girls reaching their 15th birthday and embracing their journey to adulthood. Nine young women and their families participated in the special ceremonies, creating impactful memories.



Terwilliger Place, Columbia Hills, and Columbia Grove each hosted community dinners that served 220 residents.



Eighty-one seniors gathered at Oakwood Meadow Senior Residences in Fairfax County to dance the night away at our inaugural Senior Prom.



Holiday Magic is our annual holiday gift giveaway that allows adults and youth to spread holiday cheer with one another. Through generous donations, an online wish list allows adults to gift their young person, and the Starlight shop allows youth to gift the adult in their life. This year 981 residents and 650 children were served at festive celebrations held at multiple properties.

Financial Wellness



Financial stability looks different for every resident and their family. At True Ground, we create pathways for residents to experience mobility and financial stability in a way that is meaningful to them. Whether to establish savings for future plans, to buffer for emergencies, explore homeownership, or start a business, we partner with residents to explore possibilities.

Urban Institute reports that even modest savings can increase financial security and that households with \$250 to \$749 in savings are less likely to be evicted, miss a housing or utility payment, or receive public benefits after an income shock.

In 2024, we launched unique savings programs designed to enhance residents' financial outlook and opportunities—the Individual Development Account (IDA), Child Savings Account (CSA), and Encouraging Affordability and Stability for Everyone (EASE) programs.

Our first cohort of 14 residents in our IDA program graduated in 2024, and each person capitalized on the 5-to-1 match for their first \$500 saved. Now, they are able to consider new paths to reach for their dreams.

Through an initial gift of \$50,000 from the Future Scholars Fund, the first Children Savings Accounts were opened for all 5 year olds in our portfolio. We are eager for residents to see their children's accounts grow over time and imagine the possibilities for their future. Research from the University of Michigan's Center for Education, Assets and Inclusion suggests that children participating in a CSA performed better in school and were more likely to attend college.

We continued our partnership with the rent reporting service ESUSU, a no-cost credit building tool that residents use to report their on-time rent payments to the three major credit bureaus. This year, with a 90% participation rate across our portfolio, residents saw increased credit scores, positive movement in their credit ratings, and 694 residents established credit scores for the first time.

Partners in the Work/ Collective Impact

The EASE program is part of a two-year \$200,000 commitment from Arlington Presbyterian Church, which is co-located with True Ground's Gilliam Place Apartments. This year, 30 households began their two-year journey toward having their rents lowered for two years.

Participants began leveraging the opportunity to apply relief funds for their family's highest needs, and were actively working with resident services staff to explore workforce training or the creation of an emergency savings account.





In September, True Ground partnered with Northern Virginia Community College to enroll residents in the Certified Apartment Leasing Professionals program. Over the span of six weeks, with your support, we were able to assist six residents with nearly \$10,000 in financial aid to participate in the program. Residents are now empowered with an in-demand certificate in the growing field of property management, and were offered interviews through the school with property management firms.

As college access continues to be a barrier for many families, we saw the need to continue our support of the Latino College Access Program. The program continued to grow, with 48 unique households participating in 2024, and we are seeing evidence of the impact in enrollment rates, and students staying in school longer, which research shows that economic mobility increases dramatically with any college level education, and peers from wealthier backgrounds tend to fare just as well in adulthood as their peers with lesser means.

Esusu

90%

PARTICIPATION

among eligible units

37%

OF PARTICIPANTS

have seen **improved credit scores** since enrollment

694

CREDIT SCORES ESTABLISHED

since program beginning

24

HOUSEHOLDS

moved their credit rating from **subprime to prime**

Individual Development Accounts

31

ACTIVE PARTICIPANTS

EASE Program

30

PARTICIPATING HOUSEHOLDS

Latino College Access Program

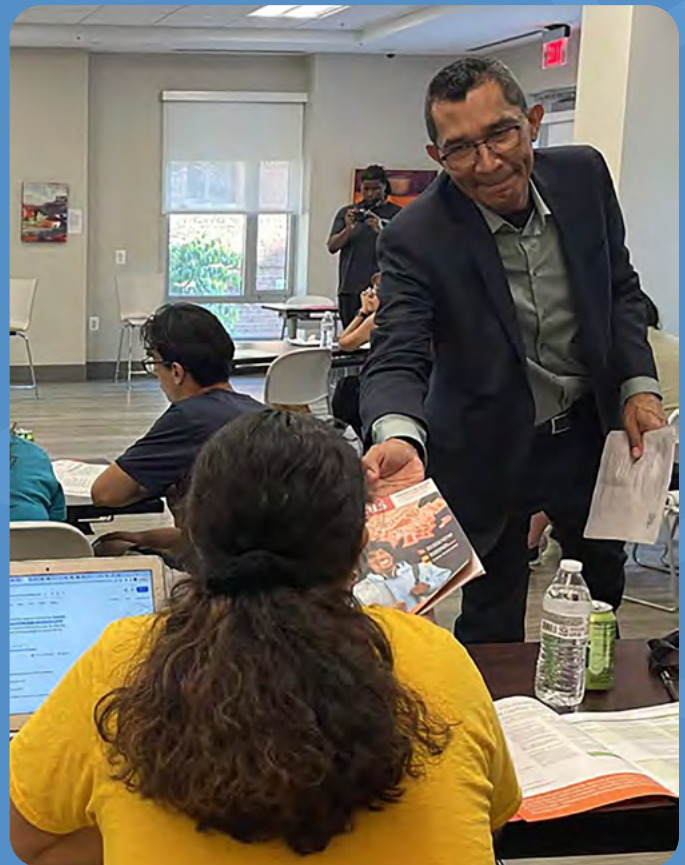
9 45

EVENTS UNIQUE HOUSEHOLDS

NOVA Workforce Development's Certified Apartment Leasing Professionals Program 2024

6

PARTICIPANTS COMPLETED



2024 PROGRAMMING HIGHLIGHTS:



Health, Wellness, and Senior Support

Maintaining a healthy lifestyle begins at home. Research continues to show that persons who are stably housed have better health outcomes than those experiencing affordability challenges. Barriers to access and social determinants of health often have a human cost on healthcare systems and communities alike. While our services consistently reached across all demographics in our portfolio, this year, we saw increased need from our Senior communities. The uniqueness of their experience at True Ground can be summed up in one word: presence. Our Seniors are most likely to be home, and as a result, engage more frequently when programs are offered, creating a stronger sense of community and addressing challenges like social isolation.

This is why True Ground, with your support, stepped in with a wide array of programs that provided onsite medical care, fitness, food access, transportation and much more. Even still, across many of our properties, the demand often outpaced our ability to meet the need. The Resident Services team, always in a posture of continuous learning, utilized the resident assessment survey and on-site listening sessions to identify which programs to scale to meet the greatest need and improve overall resident well-being. Partnership with providers continued to be critical to our efforts, and we are glad to highlight several in this report.

Health Fairs

At True Ground, we understand there is a link between housing stability and health challenges. Through our unique partnerships and experience activating our community spaces to meet any number of program types, we provided health solutions in our communities with compassion and care.

At our second annual health fair, we created a memorable experience for residents and the broader community at Lubber Run Community Center in Arlington. This year we hosted with our fellow non-profit housing partners Wesley Housing and Affordable Homes and Communities, which proved to be a winning strategy to galvanize the community about the importance of prioritizing health and wellness among our neighbors in need.

We also hosted a veteran resource fair for residents and neighbors at Terwilliger Place in November, in partnership with American Legion Post 139.





Partners in the Work/ Collective Impact

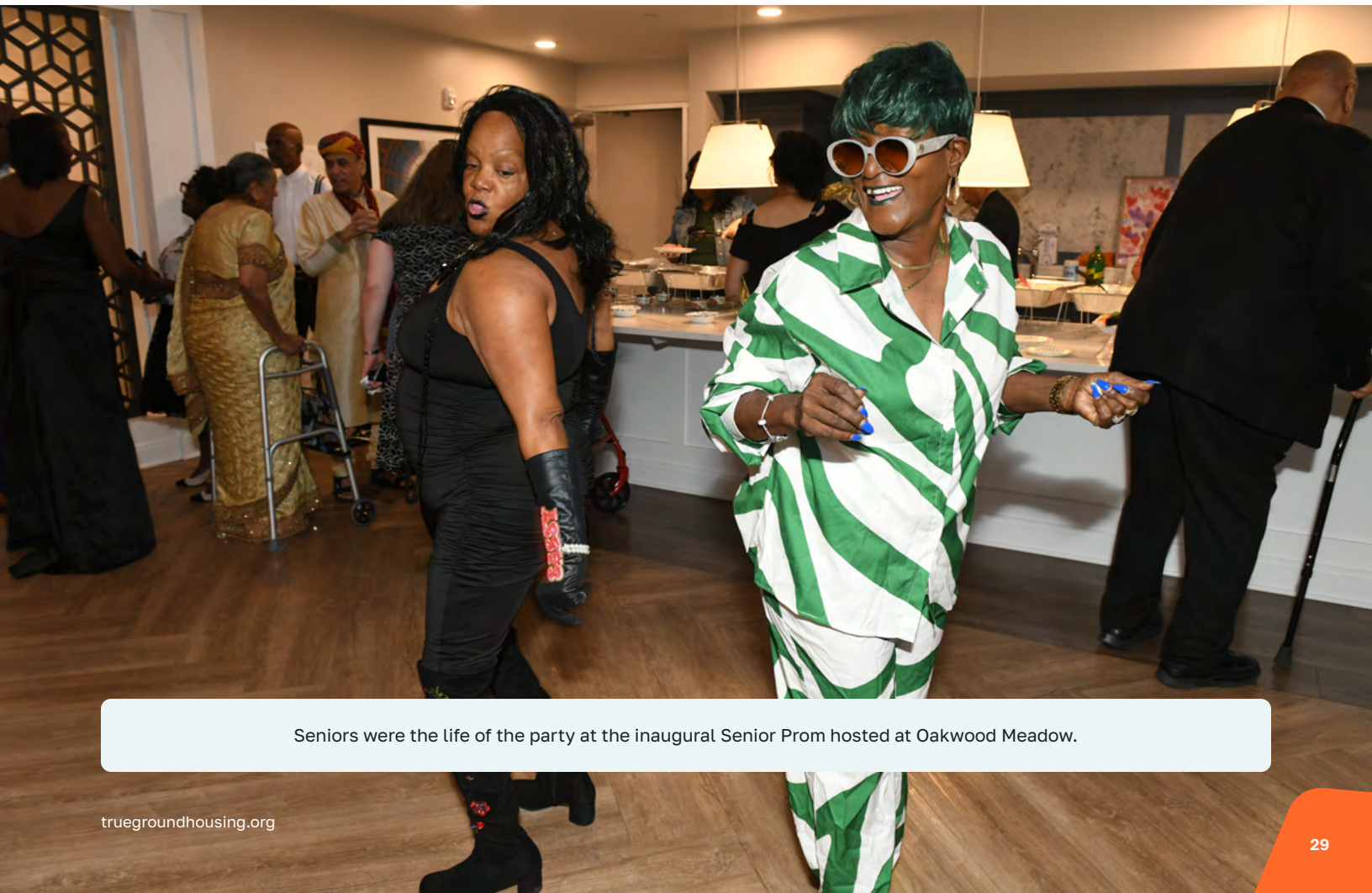
American Heart Association

We deepened our relationship with the American Heart Association (AHA) in a number of exciting and unique ways. At Loudoun View, Gilliam Place, and Arlington Mill 39 residents participated in Wear Red Day—an effort to raise awareness about women’s heart health. We continued initiatives such as the self-measured blood pressure program, provided smoking cessation resources, and worked with AHA interns to help our community members learn best practices to prepare healthy meals at home using ingredients from our pantry.

Senior Fitness

Senior residents have differing wellness needs, and True Ground incorporates healthy living into programs within our senior communities. According to research, programs that help seniors avoid isolation and encourage engagement increase longevity and support better health outcomes.

646 residents participated in 69 fitness programs across the portfolio, including exercise classes, stretch classes, HIIT workouts, yoga, walking groups, a Goodwin Fitness program at Loudoun View, chair yoga, flamenco dance, open dance, and line dancing.



Seniors were the life of the party at the inaugural Senior Prom hosted at Oakwood Meadow.



The People's Pantry

Demand for supplemental healthy food continues to increase as affirmed by our resident assessment survey. Since its opening in late 2023, True Ground's food pantry, the People's Pantry, has profoundly impacted our community, serving hundreds of households across our properties.

Initially funded by Share Our Strength, the pantry sees several thousand visitors each year. True Ground dedicates \$75,000 annually to food purchasing, and our partnership with the Capital Area Food Bank ensures that we can provide nutritious options that meet the diverse needs of residents.

By being open six days a week, including evening and weekend hours, the pantry is accessible to working families, and its low-barrier model allows residents to access food whenever they need it, creating a safety net that families can rely on during times of need.

In late 2024, we received a generous gift of \$100,000 from Matt and Ilona Birenbaum to ensure that the pantry's operations have the critical support it needs to serve more residents over the next two years.



11.6

VISITS PER
AVERAGE HOUSEHOLD

467

SETS OF GROCERIES SERVED
PER MONTH, ON AVERAGE

5,428

VISITS / SETS OF GROCERIES
DISTRIBUTED IN 2024

469

UNIQUE HOUSEHOLDS
SERVED

94%

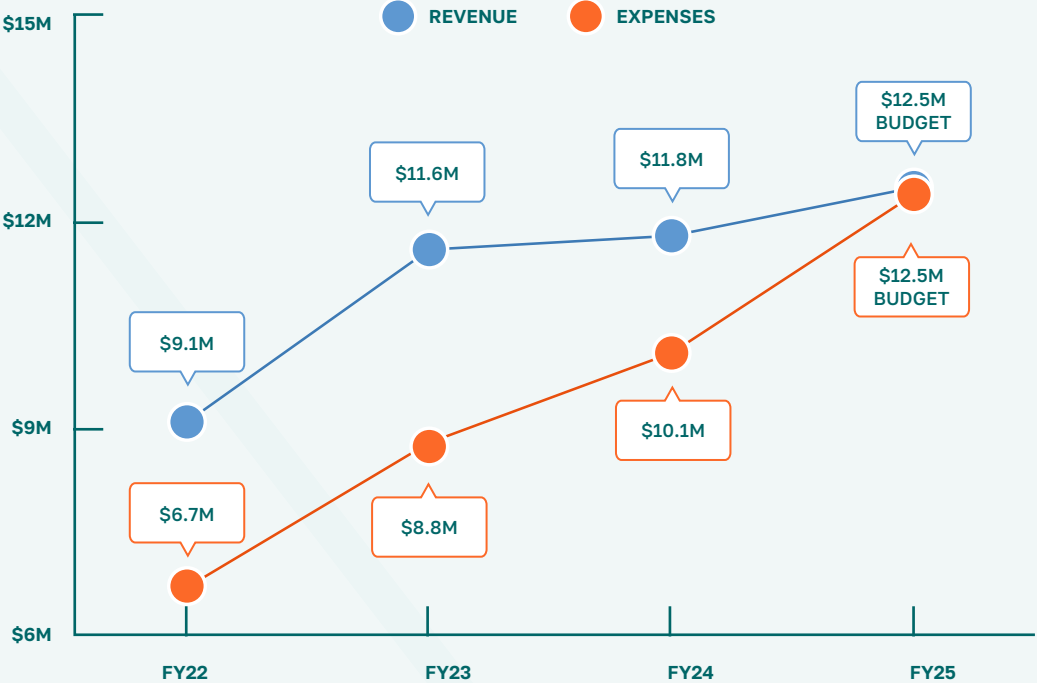
INCREASE YEAR-OVER-YEAR
IN MONTHLY GROCERIES SERVED

Financial Outlook

True Ground Housing Partners has experienced significant financial growth in the past two years. Both our revenue and operational budget have increased, reflecting our continued commitment to expanding our services and impact.

Additionally, our assets have grown by nearly \$300 million, further strengthening our capacity to support affordable housing and community development initiatives across the region. This growth positions us to continue making a lasting difference in the lives of those we serve.

True Ground Housing Partners (NON-PROFIT PARENT ENTITY)



Awards & Recognition

WASHINGTON
BUSINESS JOURNAL

Best Financing
Deal Winner

THE EXCHANGE AT SPRING HILL STATION

AFFORDABLE
HOUSING
FINANCE

Top 50 Affordable
Housing Developer

TRUE GROUND HOUSING PARTNERS

TOP
WORK
PLACES
2024
The Washington Post

Best Places
to Work 2024

TRUE GROUND HOUSING PARTNERS



NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NAIOP Commercial Real Estate
Development Association

THE EXCHANGE AT SPRING HILL STATION,
UNITY HOMES AT BALLSTON



VIRGINIA HOUSING
ALLIANCE

Virginia
Housing Alliance
Service Award

KELLEY VALLECILLO, SENIOR RESIDENT
SERVICES COORDINATOR,
LOUDOUN VIEW SENIOR RESIDENCES





*An investment in True Ground Housing Partners
provides hope and opportunity to more than
5,700 of our neighbors in need.*

*Whether through a one-time gift, monthly gift,
a donor-advised fund, a planned gift or more,
our team is here to help you make an impact
on our community.*

*Thank you for your consideration—
your generosity is critical to helping us
build foundations for dreams.*



*Give today at
truegroundhousing.org*

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