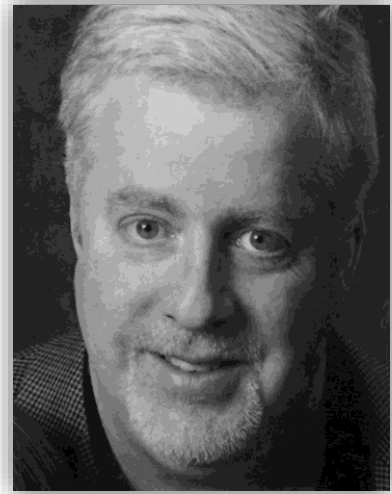


About Joe Heaphy

Joe is the President of Ethos Development Partners. Joe has worked on affordable housing policy and development issues for 20 years and is well-respected within the nonprofit and community development industry. Before joining Ethos he was the Vice-President of Real Estate Development for the Neighborhood Service Organization (NSO), a 60-year-old nonprofit social service agency that serves Detroit, Wayne County and Oakland County, Michigan. In this position he worked to develop permanent supportive housing for those with special needs. Most recently, Joe led the \$50 million redevelopment of the Michigan Bell Building which now provides 155 units of permanent supportive housing for formerly homeless individuals. The building is also the new service and administrative headquarters for 200 NSO staff members.



The Bell Building project was an extraordinarily complex transaction that used a variety of financing tools including Low Income Housing Tax Credits, Federal and State Historic Tax Credits, State Brownfield Credits, New Market Tax Credits, HOME funds from the City of Detroit and Wayne County, CDBG funds from the City of Detroit, and major grants from the Kresge Foundation and the McGregor Fund. The ability of Joe to leverage these resources resulted in Morgan Stanley making the largest investment of equity it has ever made in one of these projects in the country.

The Bell Building was the recipient of the following local, state and national awards:

- National Trust for Historic Preservation Award
- Governor's Award for Historic Preservation
- Michigan Historic Preservation Network's Building Award
- LISC Detroit's 2013 Award for Excellence in Real Estate Development
- National Housing & Rehabilitation Association's 2013 Award for Most Advanced Financial Structure
- American Council of Engineering Companies of Michigan's Merit Award
- Engineering Society of Detroit Construction and Design Award
- Brick in Architecture Award Program

Prior to working at NSO, he was the Executive Director of Lighthouse Community Development in Oakland County, where he worked to develop affordable single family and tax credit housing and revitalize neighborhoods. In his previous life as a New Yorker, Joe was the Executive Director of the New York State Tenants & Neighbors Coalition, a statewide tenant's rights organization. He has a Bachelor of Arts in Political Science from the State University of New York at Buffalo and received a full scholarship to complete his Master in Public Administration from Columbia University.