

LINCOLN PARK STRATEGIES

REPORT PREPARED FOR
THE CITY OF ALEXANDRIA
MARCH 2013

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METHODOLOGY

As part of the implementation of the Beauregard Small Area Plan (the "Plan"), the City of Alexandria and The JBG Companies ("JBG"), co-sponsored¹ a project to survey residents living within the boundaries of the Plan ("Plan Area"). At the recommendation of Tenants and Workers United (TWU), Lincoln Park Strategies (LPS), an independent DC-based research firm, was contracted by the City and JBG to conduct an anonymous demographic survey of residents living in apartment communities that could be redeveloped in accordance with the Plan over the next 20-30 years. The tenant survey (Tenant Survey) was undertaken to help the City plan for current and future affordable housing needs based on the incomes and sizes of those households. Responses to the survey were kept completely confidential and all findings are being reported in the aggregate and are not individually identifiable. Questions in the Tenant Survey were prepared by LPS with input provided by the City, JBG, TWU and the Beauregard Tenants Association (BTA), a grassroots community organization, comprised of residents living in the Plan Area.

The data collection for the project was completed over a two and a half month period and in three distinct phases from June 2012 through August 2012. The first phase of the project included the distribution of paper surveys in both English and Spanish to each of the 2,475 units projected to be redeveloped in the Plan Area. Lincoln Park Strategies organized a group of walkers to canvass the Plan Area over a two day period. In order to reach as many residents as possible, the canvassers delivered surveys at different time periods over the two days. At each door canvassers were instructed to deliver the paper survey in both languages, with a self-addressed, pre-stamped envelope and an explanatory introduction letter attached. These three items were placed under the door or on the doormat at each unit in the Plan Area. The introductory letter explained that recipients had several options to respond in English or Spanish, including: (1) complete the survey on paper and send it back using the attached envelope, (2) complete the survey online at the specified web address, or (3) call into a 1-800 number to complete the survey over the phone in either language. Additionally, the City made a special language hotline available upon request for those residents who wished to complete the survey in a language beside English or Spanish. In order to determine which units had completed the survey, and thus limit the number of unnecessary contacts with residents who had already participated, each unit was issued a unique identifier code. Once a unit returned a survey, the unit did not receive additional requests to complete the survey.

After a two week period, the second phase of the project began. In order to reach as many apartments as possible, a phone number match was conducted that matched addresses with publically listed phone numbers. Over the course of week, each of the phone numbers provided through the match received at least four different calls in an attempt to conduct the survey.

¹The City received funding and other support for the Tenant Survey through a \$10,000 Planning Grant provided by the Virginia Housing Development Authority.



The third and final phase of the project was a second Plan Area canvass. A new list of units was produced that removed all unit numbers that had already completed the survey. Each remaining unit was visited by a survey administrator. Administrators were instructed to knock on the door of each unit. If a resident answered the door, there was an attempt to administer the survey. If the resident was not home, the administrator left an amended letter, copies of both English and Spanish versions of the survey as well as a self-addressed, pre-stamped envelope under the door or doormat of the unit.

After the second round of canvassing was completed, respondents were given four weeks to return their completed surveys. Over this time period, Lincoln Park Strategies compiled the data from the returned surveys as they were returned. At the completion of the project, Lincoln Park Strategies produced a presentation of the survey findings for the City and presented their work at both an Affordable Housing Advisory Committee meeting, as well as a town hall meeting for local residents held within the Plan Area. At these meetings LPS answered questions and solicited feedback. Spanish language interpretation services were provided to maximize opportunities for participation. Following these meetings, this report was prepared. All of the written materials have been translated into Spanish and have been posted online.

In total, 588 surveys were complete and returned out of a total of 2,475 units. This survey return rate yields a margin of error of +/- 3.7 percent. The sample size can be deemed statistically significant and therefore allows for the extrapolation of the results to the overall Plan Area. In order to further confirm the veracity of the sample, the results of the survey were compared to existing census data, as well as to City and school planning data, to ensure that they were in line with the Census data for the larger area.

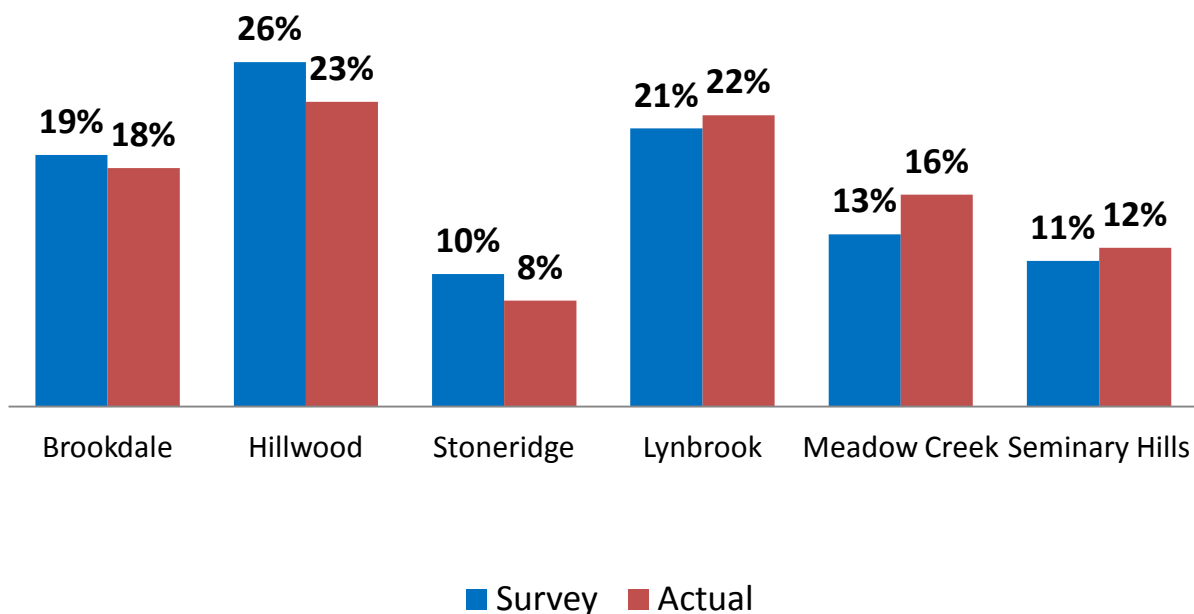
The following report summarizes the data that was collected through the survey process.

APARTMENT INFORMATION

APARTMENT COMPLEX RESIDENCY

The percentage of households that responded from each apartment complex closely mirrored the actual proportion of units within each apartment complex of the survey area as reported by JBG and Home Properties². Among those surveyed, twenty-six percent (26%) live in Hillwood, while the actual proportion is twenty-three percent (23%) of Beauregard residents. Similarly, twenty-one percent (21%) of the surveys participants reside in Lynbrook, while the actual figure is twenty-two percent (22%), nineteen percent (19%) of those surveyed live in Brookdale, while the actual number is eighteen percent (18%). The next highest proportion of survey respondents resides in Meadow Creek, at thirteen percent (13%), followed by Seminary Hills at eleven percent (11%), and Stoneridge at ten percent (10%). The actual proportions are Meadow Creek sixteen percent (16%), Seminary Hills twelve percent (12%), and Stoneridge eight percent (8%). All of these differences between the proportions represented in the survey and the actual ratios are within standard statistical variation for this sample size.

Q1. Which apartment complex do you live in?

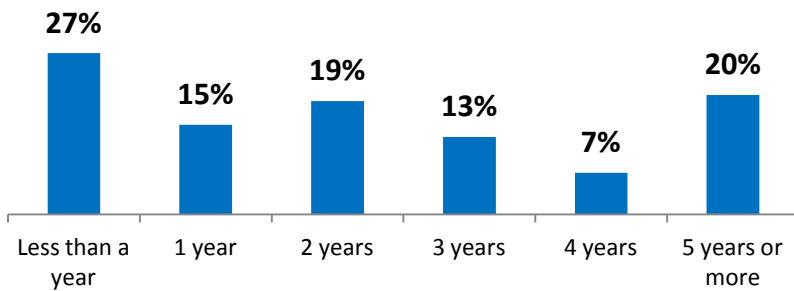


² Throughout the report, any number indicated as an “actual” figure comes from internal data provided by the plan area developers and/or the City of Alexandria.

NUMBER OF YEARS OF RESIDENCE

A significant proportion of Beauregard residents surveyed have lived in their apartments for one year or less. Twenty-seven percent (27%) have resided in the Plan Area for less than a year while another fifteen percent (15%) have resided in the Plan Area for longer than a year.

Q3. Approximately how long have you lived in your current apartment?

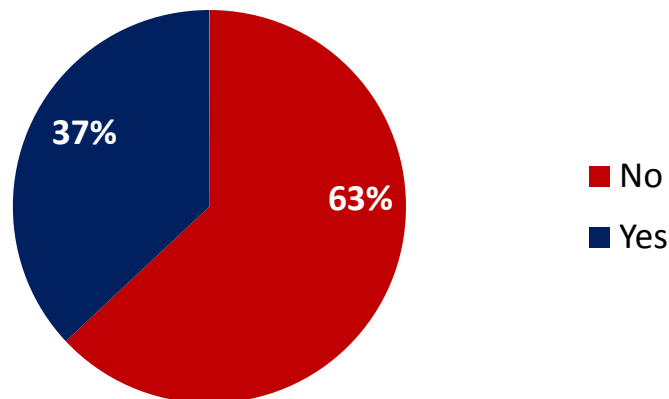


One-fifth (20%) of the people in the complexes have been in their residence for longer than five years, while nearly two-fifths (39%) have been tenants for between two and five years. Nineteen percent (19%) have lived in the area for two years, thirteen percent (13%) have been in residence for three years, and another seven percent (7%) have been in the complex for four years.

PREVIOUS LIVING SITUATION

The re-rental rate in the Beauregard vicinity is fairly steady, with thirty-seven percent (37%) of current residents having lived in another apartment within the Beauregard area previously. More than three in five (63%) residents came from another area before moving into the complex.

Q4. Before you moved into your current apartment, did you live in another apartment in the Beauregard area?

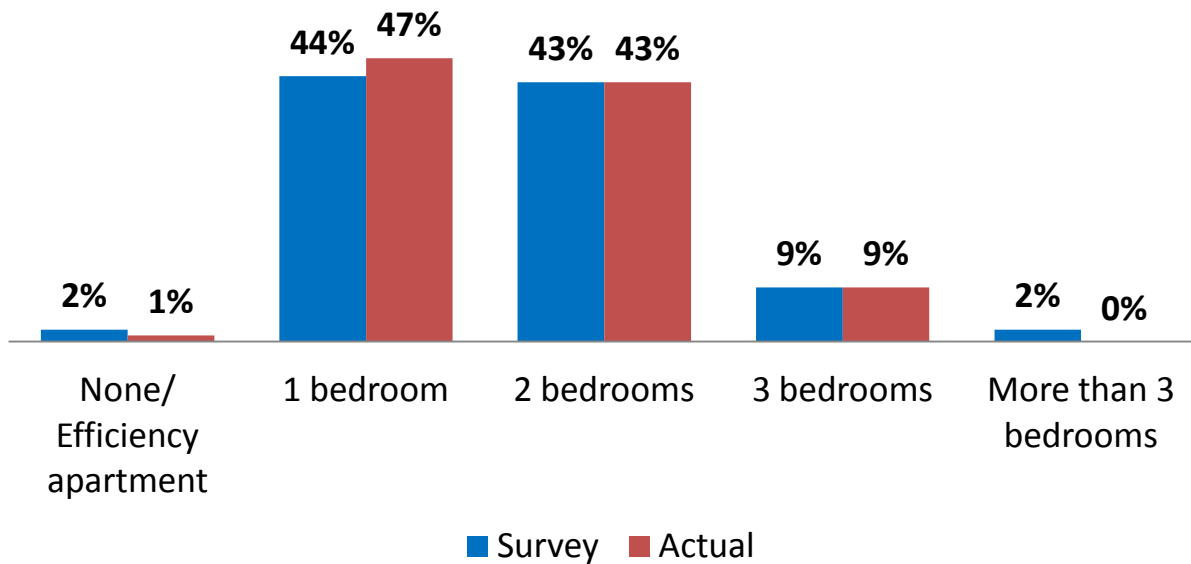


NUMBER OF BEDROOMS IN APARTMENT

The distribution of unit types that were reported in the survey was virtually identical to the actual distribution of unit types as reported by JBG and Home Properties. Residents in the Plan Area overwhelmingly (89%) live in either one or two bedroom apartments. Forty-four percent (44%) of survey respondents indicate they live in a one bedroom apartment, compared to forty-seven percent (47%) who actually reside in one bedroom apartments according to owner records. Forty-three percent (43%) of residents report living in a two bedroom dwelling unit, which is the exact proportion reported by owner records.

The nine percent (9%) of survey respondents saying they live in three bedroom units matches owner records exactly. Two percent (2%) of survey respondents indicate they are in a studio apartment, compared to the one percent (1%) of studio units actually available. Although there are no units with more than three bedrooms in the complex, two percent (2%) of those who answered the survey indicate they live in one of these apartments. This discrepancy may be explained by tenants creating additional bedrooms by using mobile dividing walls or simply by making an error on the survey.

Q2. How many bedrooms are in your apartment?

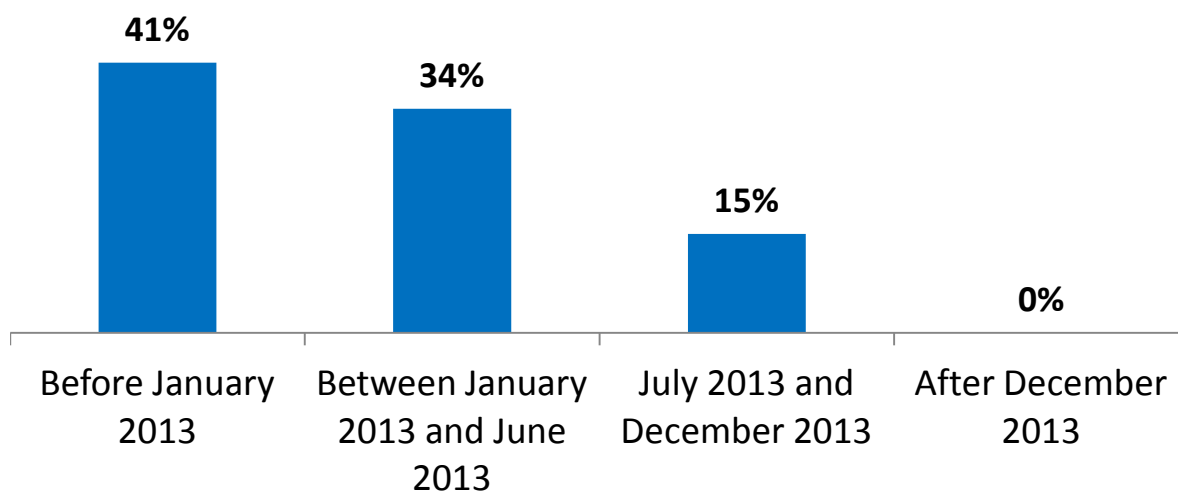


LEASE TERMINATION

Three quarters of the residents indicate that they are on relatively short term leases that will terminate before June, 2013. Among those residents, forty-one percent (41%) have leases that end before January, 2013, and another thirty-four percent (34%) are on leases that end between January and June of 2013.

Another fifteen percent (15%) have leases that expire sometime in the last six months of 2013, and no tenants report have leases that extend past December, 2013.

Q5. When does your current lease end?



HOUSEHOLD INFORMATION

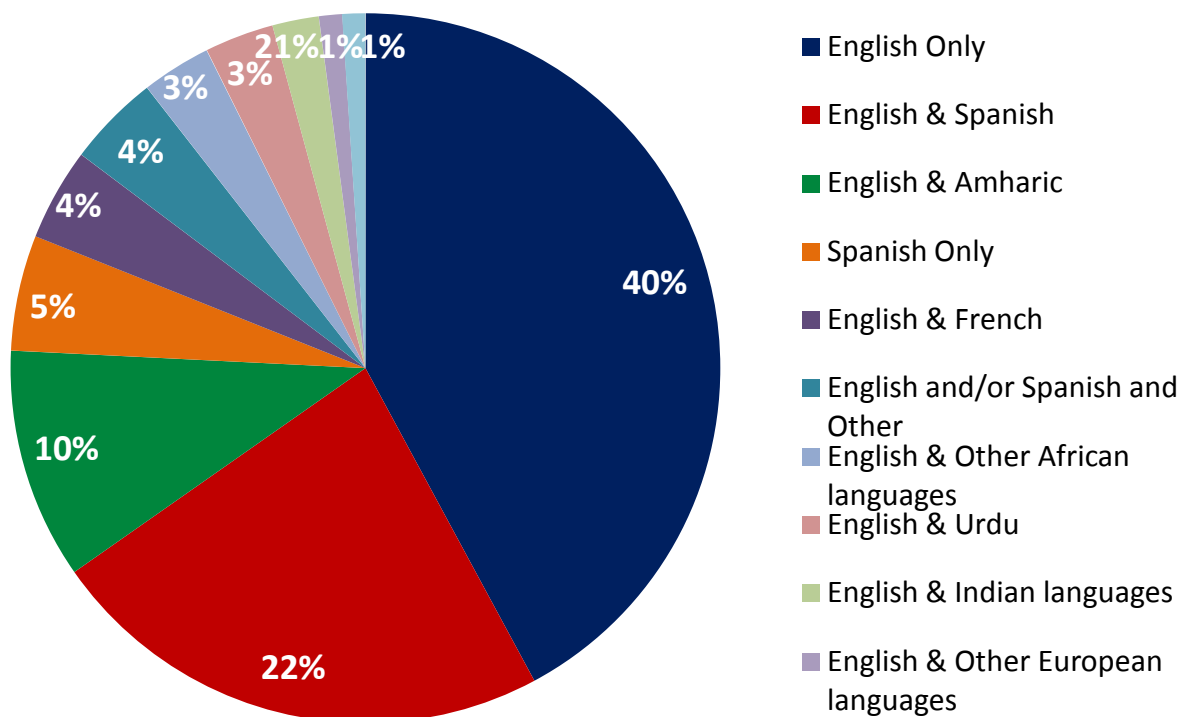
LANGUAGE SPOKEN IN HOUSEHOLD

English is spoken in virtually every household in the Beauregard complex, although only two-fifths (40%) of the households use English exclusively. In total, at least some English is used in ninety-four percent (94%) of all households, with six percent (6%) of the residents speaking only Spanish at home.

All other households that do not speak English only at home use a combination of English and some other language, with twenty-two percent (22%) of the apartments sharing English and Spanish. The next highest language proportion spoken in combination is Amharic (10%), followed by Urdu (5%), French (4%), Indian languages (2%), and Farsi (1%).

English in combination with other African languages is used in five percent (5%) of households, other European languages along with English is spoken in four percent (4%) of plan units.

Q11. Which of the following languages are spoken in your apartment?



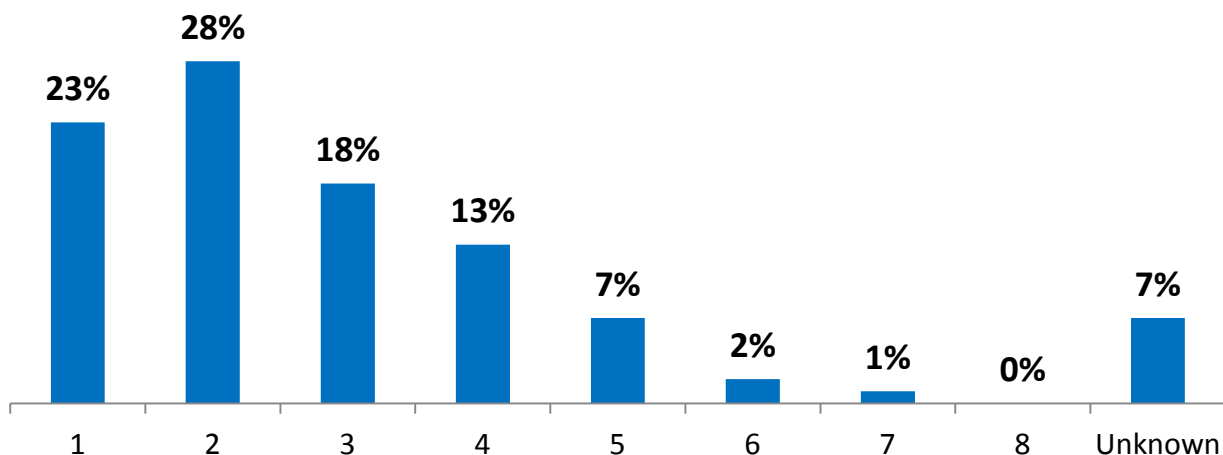
NUMBER OF PEOPLE IN HOUSEHOLD

More than half the residences in the Beauregard complex have only one or two person households, while one in ten apartments contains five or more people. Overall, twenty-three percent (23%) of the apartments have one resident, and another twenty-eight percent (28%) house two people.

About one-third of the apartments have three or four occupants, with eighteen percent (18%) containing three people and another thirteen percent (13%) having four residents. Based on the survey results, seven percent (7%) contain five people, two percent (2%) have six occupants, one percent (1%) has seven people, and seven percent (7%) of the respondents either chose not disclose the number of inhabitants in the unit or marked the survey question in an unreadable manner. This is captured in the category labeled as “Unknown” below.

It is noted that, at the town hall meeting, several speakers addressed the difficulty of ascertaining accurate information on household size due to varying cultural norms about how relatives and other long term visitors may be regarded and/or how sharing housing resources may be viewed by respondents.

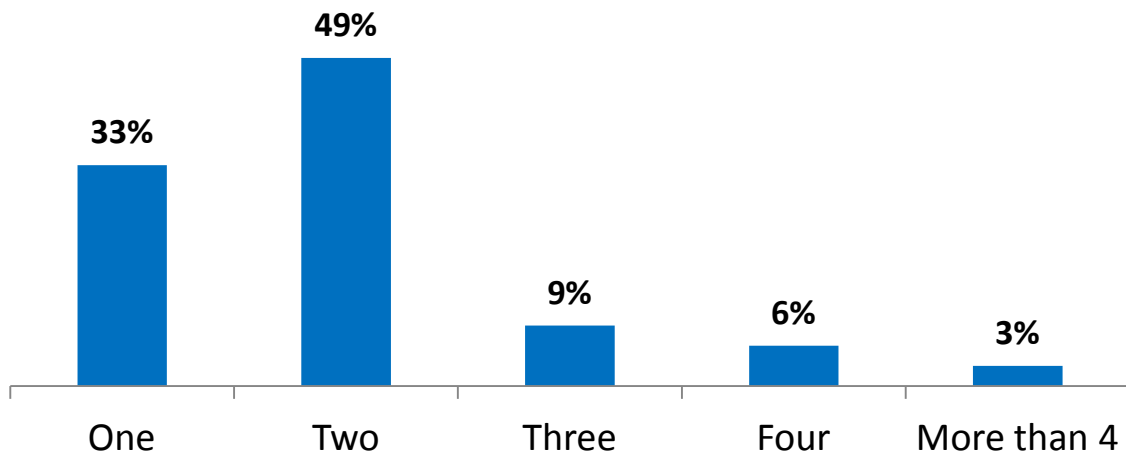
Q6/8. Combined number of people in household, both adults and children.



NUMBER OF ADULTS IN HOUSEHOLD

The number of adults in each household tends to be small, with more than four-fifths of the units containing either one or two adults. One-third (33%) of the apartments have one adult, and about half of the households (49%) have two adults residing there. Nine percent (9%) of the apartments have three adult residents, while six percent (6%) have four, and three percent (3%) have more than four occupants.

Q6. How many adults ages 18 or over live in your apartment at this time? Please include all family and non-family members

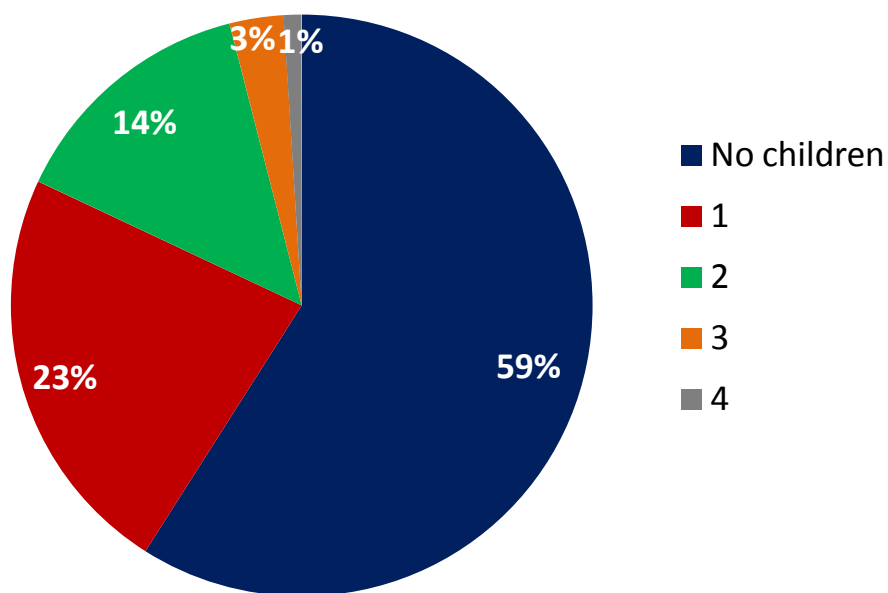


NUMBER OF CHILDREN IN HOUSEHOLD

While the majority of households in the Plan Area report having no children, forty-one percent (41%) have at least one child. Nearly a quarter of families have only one child and eighteen percent (18%) have at least two children.

Nearly three-fifths (59%) of the residents say that they do not have children residing in their unit. Only twenty-three percent (23%) of the households have one child, while fourteen percent (14%) have two children in the home, three percent (3%) have three children, and only one percent (1%) of the apartments has four children.

Q8. And how many children, under the age of 18, live in your apartment at this time? Please include all family and non-family members



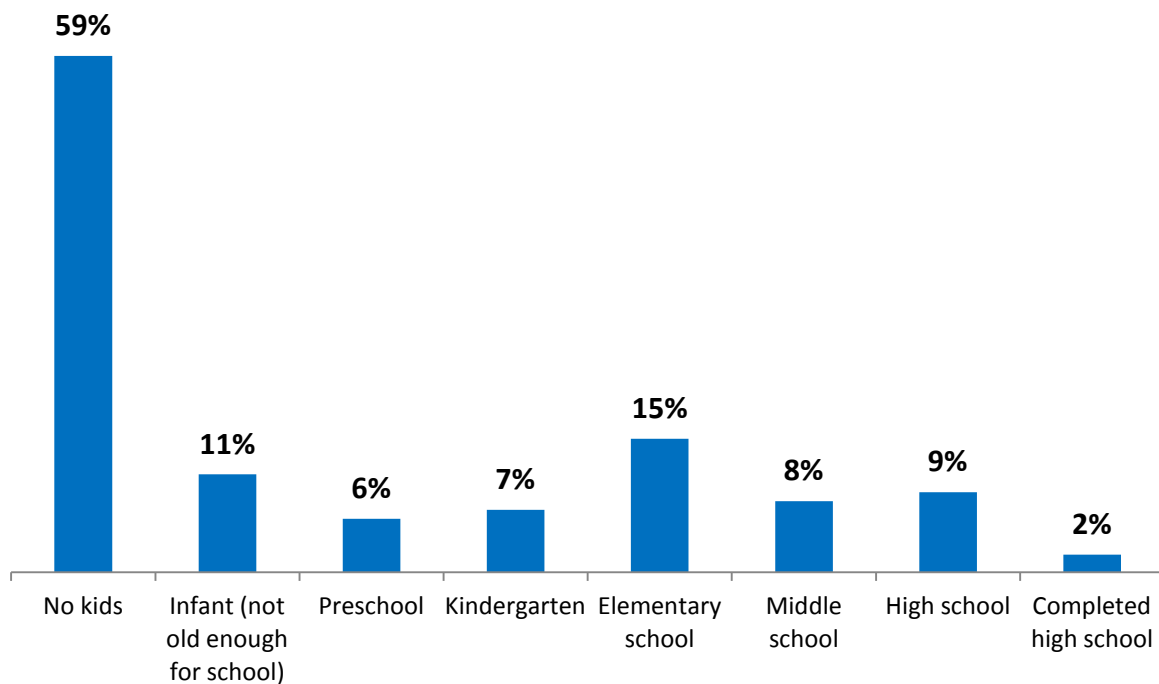
SCHOOL LEVEL

Among the households with children, most are of such a young age that they are either not in school or in elementary school.

Among all households in the complex, eleven percent (11%) of residents have infants, six percent (6%) have children in preschool, and another seven percent (7%) have kids that are in kindergarten.

Elementary school kids reside in fifteen percent (15%) of the dwellings. Another eight percent (8%) of units have middle school students living in them and nine percent (9%) house high school students. Finally, two percent (2%) of residents report having children who have completed high school.

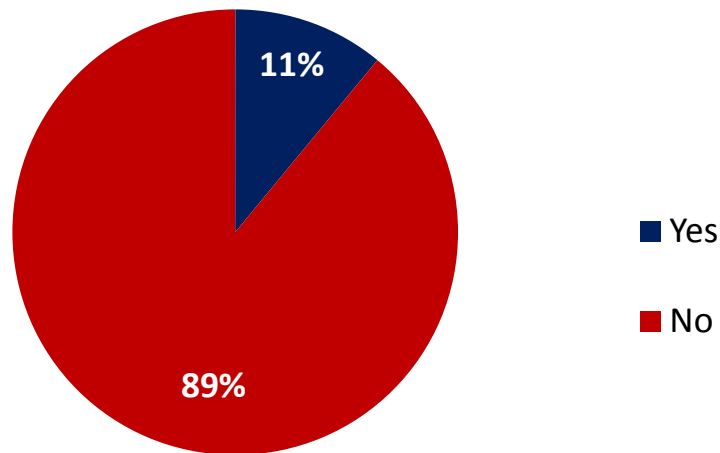
Q8/9 Starting with your youngest child, in which school grade are they enrolled?



PROPORTION OF RESIDENTS OLDER THAN 62

Eleven percent (11%) of the residents report having people older than 62 years old living in their units.

Q7. Is any person living in your apartment over 62 years of age?



INCOME IN HOUSEHOLDS WITH RESIDENT OLDER THAN 62

Among those households containing a resident older than 62 years of age, over half (52%) have only that elderly person living in the apartment, while nearly another quarter (22%) have two

	1 Person Household	2 Person Household	3+ Person Household
Total	52%	22%	25%
Under \$20k	19%	7%	19%
\$20-35K	22%	21%	6%
\$35-50K	19%	21%	25%
\$50-75K	9%	43%	25%
\$75-100K	19%	7%	12%
\$100K or more	12%	0%	0%
Don't Know/No Answer	0%	0%	12%

occupants (22%) and another quarter have three or more occupants (25%). The one person households tend to have a broad distribution of incomes, while those households with more than one person tended to be mostly middle income households.

About one-fifth of single residents have incomes under \$20,000 (19%), another fifth

reported income between \$20,000 and \$35,000 (22%), and another fifth showed income

between \$35,000 and \$50,000. Nine percent (9%) of these households containing an elderly resident fall into the \$50,000 to \$75,000 category, nearly one-fifth have an income of \$75,000 to \$100,000 (19%), and twelve percent (12%) report an income of greater than \$100,000.

Among two person households of this type, seven percent (7%) were in the lowest income category, just over one-fifth have an income between \$20,000 and \$35,000 (21%), another twenty-one percent fall into the \$35,000 and \$50,000 group, over two fifths earned \$50,000 to \$75,000 (43%), and seven percent (7%) reported between \$75,000 to \$100,000. No households had incomes of more than \$100,000.

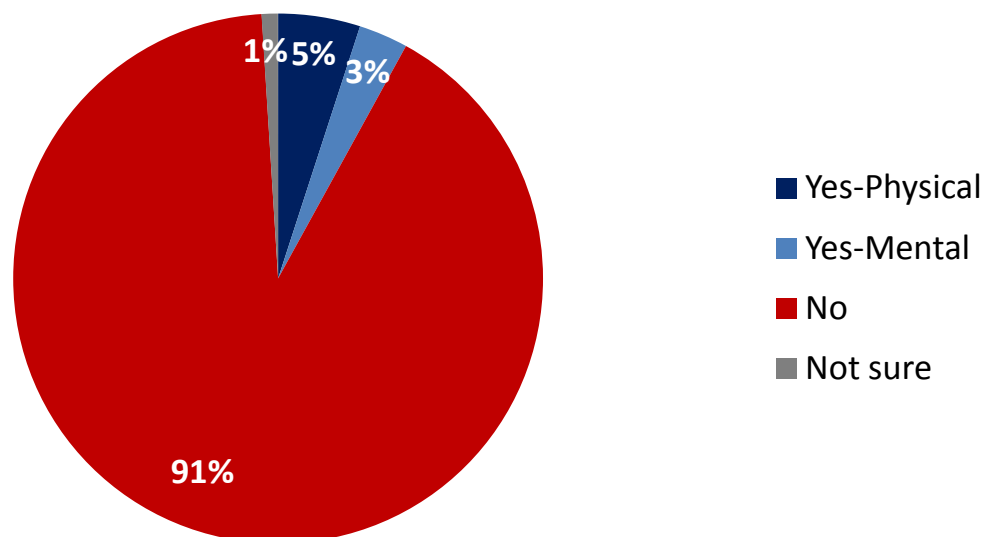
In the three person households with at least one elderly person, nineteen percent (19%) were in the lowest income category, six percent (6%) reported incomes of \$20,000 and \$35,000, one quarter (25%) were each in the \$35,000 and \$50,000 category and the \$50,000 to \$75,000 range, twelve percent (12%) earned \$75,000 to \$100,000, and twelve percent (12%) refused to respond.

RESIDENTS WITH SPECIAL NEEDS

According to the survey, fewer than one household in ten (8%) has a resident with a disability or special need, with five percent (5%) of those responding housing a person with a physical need and three percent (3%) containing a resident with a mental disability.

One percent (1%) of the respondents was not sure if a person with a disability was living in their apartment.

Q10. Does any person living in your apartment have a special need/disability? (If Yes, please describe, i.e., mental, physical, other.)

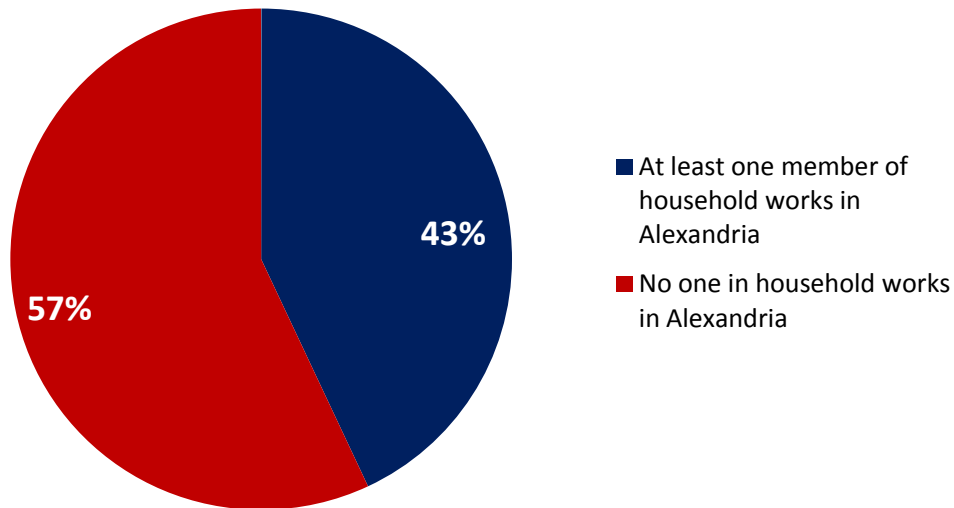


OTHER INFORMATION

LOCATION OF WORK

Slightly fewer than half the households have a resident who works in Alexandria. Forty-three percent (43%) of the households have at least one member who works in the city.

Q12. Where do the people living in your apartment work?

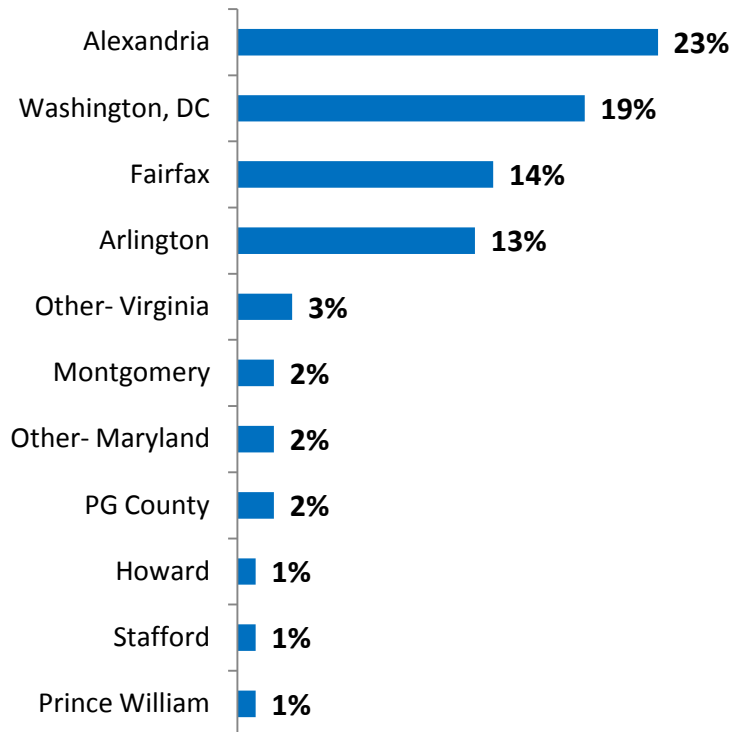


AREA WHERE RESIDENTS WORK

Half of the employed residents stay close by in Northern Virginia for their work, while a significant number work in Washington, DC. Nearly one quarter of the employees stay in Alexandria (23%), while fourteen percent (14%) work in Fairfax County, and another thirteen percent (13%) are employed in Arlington. Small proportions of the employed population work in Stafford County (1%), Prince William County (1%), and elsewhere in Virginia (3%).

Nearly one fifth of the residents who are employed work in Washington, DC (19%), with small numbers working in Maryland: Montgomery County (2%), Prince Georges County (2%), Howard County (1%), and elsewhere in Maryland (2%).

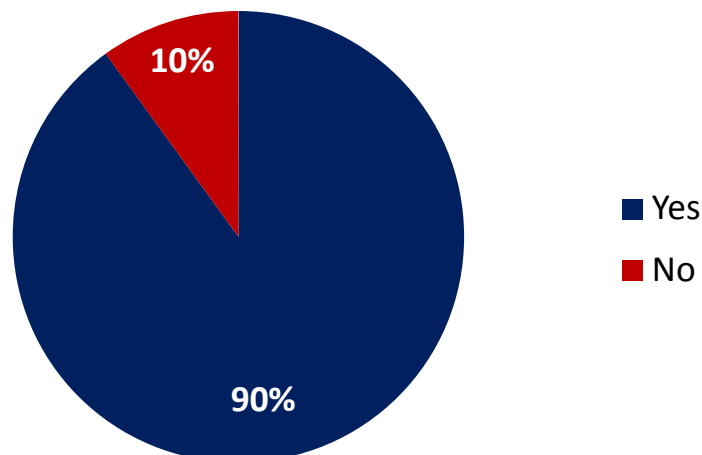
Q12. Where do the people living in your apartment work?



CAR OWNERSHIP

Nine households in ten (90%) in the Beauregard Area complexes have a resident who owns a car.

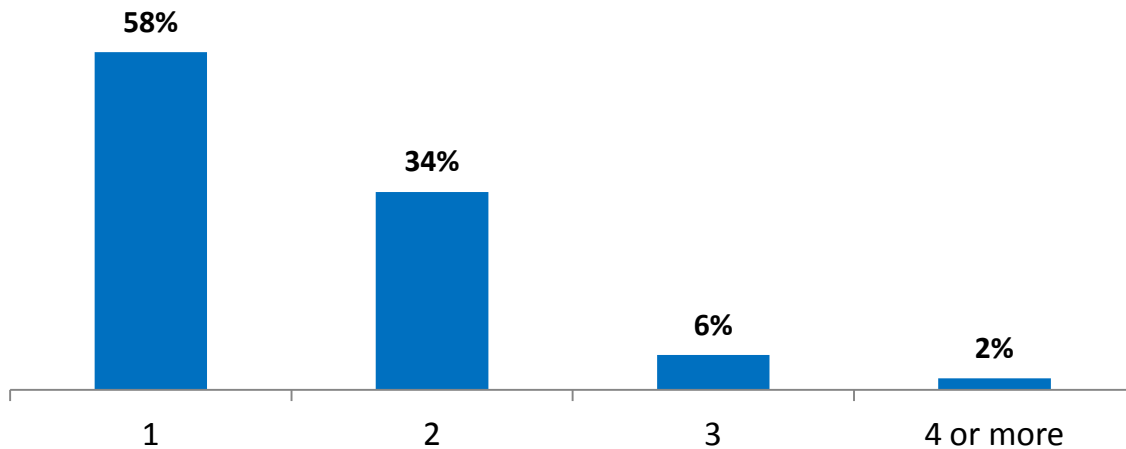
Q13. Do you or someone in your apartment own a car?



NUMBER OF CARS OWNED

Nearly three-fifths of the respondents saying they own a car report having only one in the household (58%), while another thirty-four percent report having two cars (34%), six percent (6%) have three cars, and two percent (2%) own four cars or more.

Q14. [IF OWN A CAR] How many cars are owned by the people living in your apartment?



NUMBER OF CARS OWNED BASED ON INCOME

The number of cars owned by unit residents tends to increase as their income increases, with those having the lowest incomes owning the fewest (or no) cars.

Of the ten percent (10%) of the residents who do not own a car, nearly half are in the lowest income groups, and of the two percent (2%) of residents who own four or more cars, nearly three-fifths are in the two highest income groups.

Among those who do not own a car, twenty-five percent (25%) have an income of less than \$20,000, twenty-three percent (23%) are in the \$20,000 to \$35,000 range, twenty-five percent (25%) earn between \$35,000 and \$50,000, nine percent (9%) are in the \$50,000 to \$75,000 range, another nine percent (9%) fall in the \$75,000 to \$100,000 category, and four percent (4%) earn more than \$100,000 annually. Seven percent (7%) opted not to answer.

For those who own one car, fourteen percent (14%) have an income of less than \$20,000, twenty-six percent (26%) are in the \$20,000 to \$35,000 range, twenty percent (20%) earn between \$35,000 and \$50,000, nearly one quarter (24%) are in the \$50,000 to \$75,000 range, another eleven percent (11%) fall in the \$75,000 to \$100,000 category, and five percent (5%) earn more than \$100,000 category annually.

	No Cars	1 Car	2 Cars	3 Cars	4+ Cars
Total	10%	58%	34%	6%	2%
Under \$20k	25%	14%	8%	11%	0%
\$20-35K	23%	26%	20%	18%	0%
\$35-50K	25%	20%	16%	11%	29%
\$50-75K	9%	24%	27%	29%	29%
\$75-100K	9%	11%	15%	21%	29%
\$100K or more	4%	5%	11%	7%	0%
DK/No Answer	7%	0%	2%	4%	14%

Among those with two cars in the household, eight percent (8%) have an income of less than \$20,000, twenty percent (20%) are in the \$20,000 to \$35,000 range, sixteen percent (16%) earn between \$35,000 and \$50,000, twenty-seven percent (27%) are in the \$50,000 to \$75,000 range, another fifteen percent (15%) fall in the \$75,000 to \$100,000 category, and eleven percent (11%) earn more than \$100,000 annually. Two percent (2%) did not answer.

Of those households in which residents own three cars, eleven percent (11%) have an income of less than \$20,000, eighteen percent (18%) are in the \$20,000 to \$35,000 range, eleven percent (11%) earn between \$35,000 and \$50,000, twenty-nine percent (29%) are in the \$50,000 to \$75,000 range, another twenty-one percent (21%) fall in the \$75,000 to \$100,000 category, and seven percent (7%) earn more than \$100,00 annually. Four percent (4%) chose not to answer.

Finally, among those with four cars in the household, there are no residents that have an income of less than \$20,000, or are in the \$20,000 to \$35,000 range, twenty-nine percent (29%) earn between \$35,000 and \$50,000, twenty-nine percent (29%) are in the \$50,000 to \$75,000 range, another twenty nine percent (29%) fall in the \$75,000 to \$100,000 category, and none earn more than \$100,000 annually. Fourteen percent (14%) opted not to answer.

NUMBER OF CARS OWNED BASED ON ADULT RESIDENTS

Unsurprisingly, the number of cars in a household tends to increase with the number of adults living in the apartment.

Ninety-three percent (93%) of the respondents living in a one-adult household reported having only one car, while six percent (6%) reported owning two cars, and only one percent (1%) reporting having three cars. No one in a one-adult household reported having four or more cars.

Among those units with two adults in the household, nearly half of the respondents (48%) have only one car, nearly another half (49%) own two cars, two percent (2%) have three cars, and none have four or more cars.

	One Adult	Two Adults	Three Adults	Four Adults	More than 4 Adults
One Car	93%	48%	24%	28%	13%
Two Cars	6%	49%	46%	48%	40%
Three Cars	1%	2%	30%	10%	27%
Four or more	0%	0%	0%	14%	20%

In three adult households, twenty-four percent (24%) of respondents have one car, while forty-six percent (46%) own two cars, thirty percent (30%) have three cars, and none have four or more cars.

In dwellings with four adults, twenty-eight (28%) percent have only one car, while forty-eight percent (48%) own two cars, ten percent (10%) have three cars, and fourteen percent (14%) have four or more cars.

Finally, in those units that have more than four adults in the household, thirteen percent (13%) of respondents have only one car, forty percent (40%) own two cars, twenty-seven percent (27%) have three cars, and twenty percent (20%) have four or more cars.

INCOME BASED ON NUMBER OF RESIDENTS

Generally, the greater the size of the household, the smaller the average annual income.³

Among the one-person households which comprise twenty-three percent (23%) the community, ten percent (10%) have an income of less than \$20,000, nineteen percent (19%) are in the \$20,000 to \$35,000 range, twenty-three percent (23%) earn between \$35,000 and \$50,000, twenty-five percent (25%) are in the \$50,000 to \$75,000 range, another fifteen percent (15%) fall in the \$75,000 to \$100,000 category, and seven percent (7%) earn more than \$100,000 annually. One percent (1%) chose not to answer.

	HOUSEHOLD SIZE				
	1 Person	2 People	3 People	4 People	5+ People
Total	23%	28%	18%	13%	10%
< \$20k	10%	9%	14%	16%	25%
\$20K-\$35K	19%	26%	17%	25%	25%
\$35K-\$50K	23%	15%	21%	18%	16%
\$50K-\$75K	25%	26%	23%	29%	15%
\$75K-\$100K	15%	1%	17%	8%	7%
\$100K or more	7%	9%	6%	1%	7%
DK/No Answer	1%	2%	2%	4%	4%

Among the two-person households which comprise twenty-eight percent (28%) of the community, nine percent (9%) have an income of less than \$20,000, twenty-six percent (26%) are in the \$20,000 to \$35,000 range, fifteen percent (15%) earn between \$35,000 and \$50,000, twenty-six percent (26%) fall into the \$50,000 to \$75,000 category, one percent (1%) fall in the

\$75,000 to \$100,000 category, and nine percent (9%) earn more than \$100,000 annually. Two percent (2%) chose not to answer.

In those dwellings with three residents, which comprise eighteen percent (18%) of the community, fourteen percent (14%) have an income of less than \$20,000, seventeen percent (17%) are in the \$20,000 to \$35,000 range, twenty-one percent (21%) earn between \$35,000 and \$50,000, twenty-three percent (23%) are in the \$50,000 to \$75,000 range, another seventeen percent (17%) fall in the \$75,000 to \$100,000 category, and six percent (6%) earn more than \$100,000 annually. Two percent (2%) chose not to answer.

Among the four-resident households that comprise thirteen percent (13%) of the Beauregard community, sixteen percent (16%) have an income of less than \$20,000, twenty-five percent (25%) are in the \$20,000 to \$35,000 range, eighteen percent (18%) earn between \$35,000 and \$50,000, twenty-nine percent (29%) fall into the \$50,000 to \$75,000 category, eight percent

³ Residents were asked the following question regarding income: "What was the approximate combined total income of all of the people living in your apartment last year?"

(8%) fall in the \$75,000 to \$100,000 category, and one percent (1%) earn more than \$100,000 annually. Four percent (4%) chose not to answer.

Among the five or more person households which comprise ten percent (10%) the Beauregard community, twenty-five percent (25%) have an income of less than \$20,000, another twenty-five percent (25%) are in the \$20,000 to \$35,000 range, sixteen percent (16%) earn between \$35,000 and \$50,000, fifteen percent (15%) are in the \$50,000 to \$75,000 range, another seven percent (7%) fall in the \$75,000 to \$100,000 category, and seven percent (7%) earn more than \$100,000 annually. Four percent (4%) did not answer the question.

It is noted that information regarding household income was self-reported by the respondent only and there was no third party certification or verification of this (or any other information surveyed). It is worth noting that the definite of household income is left up to each individual respondent; and therefore, this should be taken into consideration when viewing the results given the fact that the definition of household income will vary from respondent to respondent.

HOUSEHOLD ASSISTANCE

One household in ten (10%) has applied for rental assistance with the Alexandria Redevelopment and Housing Authority.

Q17. As you may know the Alexandria Redevelopment and Housing Authority offers programs to assist households with rent. Has anyone in your apartment ever applied for such assistance?

