



Daniel O. Fojas

Senior Counsel

he/him/his

dfojas@kleinhornig.com

D: 202.926.3412

Washington, DC

1325 G Street NW

Suite 770

Washington DC 20005

T: 202.926.3400

Overview

It means a lot to me that all the people we work with on transactions are striving for the same overall goal of providing quality homes and improving communities. I enjoy collaborating with everyone at all levels of this mission-oriented industry. Despite having their own competing interests, the parties involved in each deal are committed to joining forces to get these projects across the finish line, which is very rewarding.

Focusing on deals involving complex financing structures, Daniel Fojas advises nonprofit and for-profit developers on affordable housing, community development, and related real estate transactions. His affordable housing practice has also greatly benefited from his experience counseling large-scale, residential real estate developers in the acquisition and disposition of market-rate properties located in various major metropolitan regions.

Daniel is regularly recognized for his attention to detail, allowing him to put together and secure various funding sources that help launch projects and to keep them on track through closing. He carefully drafts and reviews legal documents and distills information into digestible pieces so clients gain a thorough understanding of key issues, and so they can rest assured that their concerns and priorities are addressed. In addition to Daniel's thoroughness, clients appreciate his ability to resolve matters efficiently and to meet the early deadlines that they set.

Daniel's experience as in-house counsel on the developer side is also a tremendous asset to clients, giving him an in-depth understanding of the scope and level of customer service that developers prefer to receive from their attorneys. He also served as an attorney advisor at the U.S. Department of the Treasury's Community Development Financial Institutions Fund, where he played a crucial role in the relaunch of a federal housing program designed to support developers and to finance affordable housing and economic development nationwide. His positive relationships with government employees and history of working in partnership with them help foster cooperation and smooth the path towards final closing.

Experience

- Currently representing a national for-profit housing developer in the conversion of construction loan financing into permanent loan financing, using credit enhancements from Freddie Mac.
- Currently representing a regional nonprofit housing developer in the construction of an affordable housing project with approximately 140 affordable housing units, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, credit enhancements from Fannie Mae, local green bank financing, housing authority funds, and other local funding sources.
- Currently representing a national for-profit housing developer in the construction of an affordable housing project with approximately 225 affordable housing units situated on land ground leased by the county for a 99-year term, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, funding from Amazon Housing Equity Fund, and housing authority funds
- Represented a national housing developer in the construction of an affordable housing project with approximately 200 affordable housing units, as part of a larger, multi-phased affordable housing development, using Low Income Housing Tax Credits, tax-exempt bond financing, and other Federal, state, and local funding sources.
- Represented a regional nonprofit housing developer rehabilitating a 60-year old affordable community located in a neighborhood/major metropolitan area experiencing significantly increased housing costs, using Low Income Housing Tax Credits, Federal project-based housing subsidies, State Housing Trust Fund financing, county transit-oriented funding, and other state and local funding sources in addition to conventional debt financing.
- Represented multiple housing developers in the acquisition, predevelopment, financing, and development of affordable housing projects using Low Income Housing Tax Credits, tax-exempt bond financing, commercial loans, and other state and Federal funding sources.
- Represented a regional nonprofit housing developer in the rehabilitation of an existing LIHTC/Section 8 development, using Federal Historic Tax Credits, State Historic Tax Credits, new LIHTCs, and other commercial debt financing.
- Represented a regional nonprofit housing developer in the construction of a 113-unit affordable housing project located on a Church campus, in cooperation with the Church's community and governing board, using Low-Income Housing Tax Credits, State Housing Trust Fund financing, and other state and local funding sources in addition to conventional debt financing.
- Represented a Virginia for-profit housing developer negotiating a joint venture agreement with a regional affordable housing developer.
- Represented and advised multiple housing developers in the negotiation of financeable ground leases for the purposes of developing affordable housing projects.

My Team





Teja Pavao
tpavao@kleinhornig.com
202.926.3421

Involvement and Recognition

Professional Affiliations

- Asian Pacific American Bar Association of Washington DC, *Member*
- ABA Forum on Affordable Housing and Community Development Law, *Member*
- American Bar Association, *Member*
- D.C. Bar Real Estate, Housing and Land Use Community, *Member*
- Maryland State Bar Association, *Member*
- Virginia Housing Alliance Credit Conference, *Planning Committee*

Speaking Engagements

- *Panelist and Moderator*, The Power of Joint Ventures: Benefits to LIHTC Deals Through These Collaborative Structures, Virginia Housing Alliance Credit Conference 2024
- *Moderator*, Panelized and Modular Construction: Is This the New Blueprint for Affordable Housing, Virginia Housing Alliance Credit Conference 2024

Credentials

- American University, Washington College of Law, J.D.
- Columbia University, Columbia College, B.A.

Admissions

- Maryland
- District of Columbia
- New York



Related Services

- Affordable Housing
- Affordable Housing Development
- Affordable Housing Regulatory
- Green Energy
- Local Housing Authorities
- Low Income Housing Tax Credits
- Mixed-Use
- Nonprofit Organizations
- Tenant Associations

