

The City Council of the City of Charlotte, North Carolina convened for a Business Meeting on Monday, April 14, 2025, at 5:10 p.m. in Room 267 of the Charlotte Mecklenburg Government Center with Mayor Vi Lyles presiding. Council members present were Danté Anderson, Tariq Bokhari, Ed Driggs, Malcolm Graham, James Mitchell, and Victoria Watlington.

**ABSENT:** Councilmembers Renee Johnson and Lawana Mayfield

**ABSENT UNTIL NOTED:** Councilmembers Dimple Ajmera, Tiawana Brown, and Marjorie Molina

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**Mayor Lyles** said good evening. I'd like to call the Charlotte City Council meeting into order, and welcome everyone to the April 14, 2025, Charlotte City Council Business Meeting for this evening. We are having a little bit of a change. For this evening, we will be hosting the full meeting in this room and space, and there are signs out there. If you've told someone to go downstairs, text them and say, come on upstairs to 267. Everybody knows what that word means for us. So, thank you very much. We're going to begin our meeting with introductions.

I wanted to recognize Mr. Bokhari. I would like to acknowledge the receipt of your resignation from this Council effective April 20, 2025. Thank you for your dedication and service for the past 7½ years, not only to your district, but to all of our City. At this time, I want to yield to you the floor for any remarks that you would like to have or comments that you would like to have and to share with us.

**Councilmember Bokhari** said well, thank you. You haven't yielded the floor many times to me in 7½ years, but every time you did it was magical. I was a lot longer winded when I started this 7½ years ago, something has beaten it out of me, but we've been through a lot of very rough times, and we've been through a lot of really great victories and times together. So, I'll just say it has been the honor of a lifetime. I will continue to do everything I can to support Charlotte and the city we all love and support you all in everything that you're working on. Again, if we leave the rules of procedure behind, everyone focuses in on these, and it's bittersweet. It's been a long time. We've done a lot. It's been rocky at times, but this has just been quite the experience of a lifetime, and I would just say, the only thing I ask is that every year you select the right person to read the Meck Deck Proclamation, who will do it in the traditional Charlottean voice that I have tried to do every year for 7½ years, and I'm sure we won't have seen the last of each other. Thank you.

Mayor Lyles said well, thank you very much.

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### INVOCATION AND PLEDGE

Councilmember Watlington gave the Invocation and the Pledge of Allegiance to the Flag was led by all.

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### AWARDS AND RECOGNITION

#### ITEM NO. 1: AUTISM AWARENESS MONTH

**Councilmember Driggs** read the following proclamation:

**WHEREAS**, April is nationally recognized as Autism Awareness Month, a time to increase public awareness, promote acceptance, and ignite change in the way individuals with autism are perceived and supported; and

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**WHEREAS**, according to the Centers for Disease Control and Prevention, approximately one in 36 children are diagnosed with Autism Spectrum Disorder, ASD, affecting individuals of all backgrounds and communities across the nation, including Charlotte; and

**WHEREAS**, individuals with autism contribute to the richness and diversity of our community, and deserve equitable access to education, employment, health care and opportunities for meaningful connection; and

**WHEREAS**, early intervention, inclusive education, and community-based support can lead to significantly improved outcomes and quality-of-life for individuals on the autism spectrum and their families; and

**WHEREAS**, Autism Awareness Month provides a valuable opportunity to celebrate the achievements and talents of people with autism, raise awareness of the challenges they face, and encourage policies and practices that promote acceptance and inclusion; and

**WHEREAS**, the City of Charlotte is committed to creating a community where neurodivergent individuals are recognized, valued, and empowered to reach their fullest potential; and

**WHEREAS**, residents, organizations, schools, and businesses are encouraged to take part in activities and conversations that foster greater understanding and stronger support for the autism community:

**NOW, THEREFORE**, I, Vi Alexander Lyles, Mayor of Charlotte, does hereby proclaim April 2025 as

**“AUTISM AWARENESS MONTH”**

in Charlotte, and commends its observance to all citizens.

**Mayor Lyles** said thank you very much, Mr. Driggs. Do we have a representative here? Please come and accept this proclamation from the City Council. Thank you so much for being here and thank you for the work that you do.

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**ITEM NO. 2: ARBOR DAY**

**Councilmember Anderson** read the following proclamation:

**WHEREAS**, urban forestry is a very important municipal responsibility providing countless benefits to the City of Charlotte, including enhancements of the quality of life; and

**WHEREAS**, trees can reduce the erosion of our precious topsoil by wind and water, cut heating and cooling costs, moderate temperature, cool the air, reduce oxygen, and provide for wildlife; and

**WHEREAS**, trees in our city increase property values, enhance the economic vitality of our business areas, and beautify our community; and

**WHEREAS**, trees, wherever they are planted, are a source of joy and spiritual renewal; and

**WHEREAS**, Charlotte has been recognized for the 45<sup>th</sup> consecutive year, in 2024, as Tree City USA by the National Arbor Day Foundation, and desires to continue in its tree planting ways:

**NOW, THEREFORE**, I, Vi Alexander Lyles, Mayor of Charlotte, do hereby proclaim Friday, April 25, 2025, as

**“ARBOR DAY”**

in Charlotte, and commend its observance to all citizens.

**Mayor Lyles** said do we have a representative from TreesCharlotte? They we are, thank you. Thank you very much.

So, in addition to those recognitions, we have a number of people that work in our organization. We get a lot of things done, because of the people that do commit to being part of our community. So, I want to recognize our City Clerk’s Office for a moment here. I want to make sure that we recognize that, on behalf of the International Institute of Municipal Clerk’s, congratulations to your office, Stephanie Kelly, your city being the select and the winner of, it’s some roman numerals that I don’t know how to express, 2025 Program Excellence and Governance Award. The reason that this award was brought to this place at this time is because of the passport processing facility operated by the City Clerk’s Office, and the work that they’ve done to get people their passports in a great, fast way. So, we have to honor you and say thank you for what you’ve done for our government.

In addition to that, when we have meetings before we have this meeting, Stephanie said, “Well, I’ve got another one,” and I’m like, “My gosh.” So, I want to say this, because I think it’s really as important as what you do every day here with us. It says, “Dear Stephanie, on behalf of the Board of Directors, the Quill Nomination Committee and the membership, I want to congratulate you on winning the most prestigious award, the Quill. You were chosen for your strong support of the goals and philosophies that are outlined in the Code of Ethics for this activity. The criteria includes length of service, strength and extent of participation, service with fellow municipal clerks, involvement with the administration of approved training institute and programs, or any other activity that enhances the role of professional members of your organization. I think two recognitions like this in a day deserve a round of applause. So, Stephanie, I want to ask you how long you’ve been with us, but every day I expect has been either a tragedy or a magnificent opportunity. So, thank you very much for your role and what you do here to help us be who we are.

**Councilmember Ajmera arrived at 5:23 p.m.**

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**ACTION REVIEW**

**ITEM NO. 3: MAYOR AND COUNCIL CONSENT ITEM QUESTIONS AND ANSWERS**

There were no consent agenda item questions.

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**CONSENT AGENDA**

**ITEM NO. 4: CONSENT AGENDA ITEMS 11 THROUGH 28 MAY BE CONSIDERED IN ONE MOTION EXCEPT FOR THOSE ITEMS REMOVED BY A COUNCIL MEMBER. ITEMS ARE REMOVED BY NOTIFYING THE CITY CLERK**

Motion was made by Councilmember Anderson, seconded by Councilmember Driggs, and carried unanimously to approve the Consent Agenda as presented.

The following items were approved:

**Item No. 11: Pavement Marking Installation and Removal**

Approve a contract in the amount of \$517,375 to the lowest responsive, responsible bidder Striping Concepts, LLC (SBE) for the Pavement Marking Installation and Removal project.

**Summary of Bids**

Striping Concepts, LLC	\$517,375.00
RAM Pavements	\$638,265.00
NPS Solutions, LLC	\$643,150.00
TRP Construction Group, LLC	\$681,225.00

**Item No. 12: Citywide Elevator Equipment, Maintenance, and Repair Services**

(A) Approve the purchase of elevator equipment, maintenance, and repair services from cooperative contracts, (B) Approve unit price contracts for the purchase of elevator equipment, maintenance, and repair services for a term of three years under Sourcewell cooperative contracts with the following: Schindler Elevator Corporation (contract #050224-SCH), ThyssenKrupp Elevator Corporation (contract #050224-TKE), and (C) Authorize the City Manager to extend the contracts for additional terms as long as the cooperative contracts are in effect, at prices and terms that are the same or more favorable than those offered under the cooperative contracts.

**Item No. 13: Citywide Office Supplies**

(A) Approve the purchase of office supplies from a cooperative contract, (B) Approve a unit price contract with American Office Products Distributors, Inc. for the purchase of office supplies for a term of three years under OMNIA Partners contract #158057, and (C) Authorize the City Manager to extend the contract for additional terms as long as the cooperative contract is in effect, at prices and terms that are the same or more favorable than those offered under the cooperative contract.

**Item No. 14: Citywide Rental Equipment, Products, and Related Services**

(A) Approve the rental of equipment, products, and related services from a cooperative contract, (B) Approve a unit price contract with United Rentals for the rental of equipment, products, and related services for a term of three years under the Sourcewell contract #URI-040924, and (C) Authorize the City Manager to extend the contract for additional terms as long as the cooperative contract is in effect, at prices and terms that are the same or more favorable than those offered under the cooperative contract.

**Item No. 15: Construction Engineering and Inspection for Federal Contracts**

(A) Approve contracts for construction engineering and inspection horizontal services on federally funded projects for a term of three years with the following: A Morton Thomas and Associates, Inc., Infrastructure Consulting & Engineering LLC, Kisinger Campo & Associates, Rummel, Kepper and Kahl LLP, Volkert Inc., and (B) Authorize the City Manager to renew the contracts for up to one, two-year term with possible price adjustments and to amend the contracts consistent with the purpose for which the contracts were approved.

**Item No. 16: Cross Charlotte Trail Matheson to 36<sup>th</sup> Street Segment Infrastructure Reimbursement**

Approve an Infrastructure Reimbursement Agreement with QPC Owner, LLC in an amount not to exceed \$12,500,000 for the design and construction of the Cross Charlotte Trail Matheson to 36<sup>th</sup> Street Segment.

**Item No. 17: Maintenance and Repair of City-Owned Vehicle and Equipment Wash Services**

(A) Approve a contract with Cross Systems Inc. for maintenance and repair of city-owned vehicle and equipment wash services for an initial term of three years, and (B) Authorize the City Manager to renew the contract for up to two, one-year terms with possible price adjustments and to amend the contract consistent with the purpose for which the contract was approved.

**Item No. 18: Monroe Road Multi-Use Path**

Approve a contract in the amount of \$1,596,858.07 to the lowest responsive, responsible bidder HUX Contracting, LLC (SBE) for the Monroe Road Multi-Use Path project.

**Summary of Bids**

HUX Contracting, LLC	\$1,596,858.07
United of Carolinas, Inc.	\$1,598,668.50
United Construction Company	\$1,698,655.00
DOT Construction, Inc.	\$1,790,716.95
Arman Construction, LLC	\$1,998,166.50
Sealand Contractors, Corp.	\$2,325,000.43
Efficient Developments, LLC	\$2,595,271.97
Concrete Matters, Inc.	\$3,220,473.85

**Item No. 19: Paving and Patching Contract Change Order**

Approve change order #2 for \$1,000,000 to OnSite Development, LLC for Pavement and Parking Lot Repair and Resurfacing.

**Item No. 20: Storm Drainage Improvement Project - 619 Cedar Street**

(A) Approve a contract in the amount of \$935,694.47 to the lowest responsive bidder Cinderella Partners Inc. for the 619 Cedar Street Storm Drainage Improvement Project, and (B) Authorize the City Manager to amend the contract consistent with the purpose for which the contract was approved.

**Summary of Bids**

Cinderella Partners, Inc.	\$ 935,694.47
Carolina Prime Developers, LLC	\$ 985,636.30
United of Carolinas, Inc.	\$1,107,821.00
Onsite Development, LLC	\$1,387,207.80

**Item No. 21: Meeting Minutes**

Approve the titles, motions, and votes reflected in the Clerk’s record as the minutes of: January 27, 2025, Annual Strategy Session Day 1, January 28, 2025, Annual Strategy Session Day 2, January 29, 2025, Annual Strategy Session Day 3, February 3, 2025, Council Committee Discussions, February 10, 2025, Budget Workshop #1, February 10, 2025, Business Meeting, February 17, 2025, Zoning Meeting, and February 24, 2025, Business Meeting.

**Item No. 22: Set a Public Hearing on Brightside Commons Voluntary Annexation**

Adopt a resolution setting a public hearing for May 12, 2025, for Brightside Commons Area voluntary annexation petition.

The resolution is recorded in full in Resolution Book 55, at Page(s) 522-553.

**Item No. 23: Set a Public Hearing on Project Lemmond Area Voluntary Annexation**

Adopt a resolution setting a public hearing for May 12, 2025, for Project Lemmond Area voluntary annexation petition.

The resolution is recorded in full in Resolution Book 55, at Page(s) 554-555.

**Item No. 24: Set a Public Hearing on Steele Creek Park Area Voluntary Annexation**

Adopt a resolution setting a public hearing for May 12, 2025, for Steele Creek Park Area voluntary annexation petition.

The resolution is recorded in full in Resolution Book 55, at Page(s) 556-557.

## **IN REM REMEDY**

### **Item No. 25: In Rem Remedy: 7214 Lawyers Road**

Adopt Ordinance No. 953-X authorizing the use of In Rem Remedy to demolish and remove a detached garage structure at 7214 Lawyers Road.

The ordinance is recorded in full in Ordinance Book 68, at Page(s) 016.

## **PROPERTY TRANSACTIONS**

### **Item No. 26: Charlotte Water Property Transactions - Belmont Lift Station and Force Main, Parcel # 1**

Acquisition of 391,169 square feet (8.98 acres) at Brick Yard Road Extension from Tres Compadres LLC for This property is in tax foreclosure. The initial bid on the property is \$21,500. Subsequent bidding may be necessary for Belmont Lift Station and Force Main.

### **Item No. 27: Charlotte Water Property Transactions - Oakdale Road Buffer, Parcels # 1, 2, and 3**

Acquisition of 142, 920 square feet (3.281 acres) in Fee Simple at 321, 333, and 347 Oakdale Road from KG & HJ LLC for \$2,500,000 for Oakdale Road Buffer.

### **Item No. 28: Property Transactions 9836 Old Dowd Road, Parcels # 1 & 2**

Resolution of Condemnation for 3,006 square feet (0.069 acres) Sanitary Sewer Easement at 9825 and 9833 Old Dowd Road from Binh Doan and Tri Van Doan for \$4,375 for 9836 Old Dowd Road, Parcels # 1 & 2.

The resolution is recorded in full in Resolution Book 55, at Page(s) 558.

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## **ITEM NO. 5: ACTION REVIEW AGENDA OVERVIEW**

**Marcus Jones, City Manager** said thank you, Mayor and members of Council. We have one item for the Action Review tonight, and that's the Housing Trust Fund recommendations. I think a couple of weeks ago, the team provided you with a list of some of the projects that would come tonight with a background, and then last Thursday the actual recommendations of the team. I know it's a lot to absorb. I will tell you this. We're very appreciative for what the Council has done, as well as the Housing, Safety and Community Committee. From the Council perspective, going from \$50 million to \$100 million last November 2024, and getting that approved was a big accomplishment. What the Committee was able to do to provide more guidance, a framework around how the HTF (Housing Trust Fund) dollars will be deployed differently, was extremely important, and I believe that that was also adopted at the end of last year. The good news is we have more policy clarity. The other news is the demand for our funding is stronger than ever. You'll see over two dozen funding requests that in aggregate ask for more than \$75 million. Rebecca is going to take us through all of the material. Mayor, unless there's any questions, I'd like to turn it over to Rebecca.

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## **ITEM NO. 6: ACTION REVIEW ITEMS**

**Rebecca Hefner, HNS Director** said good evening, everyone. So, this is going to be a lot of information tonight. You have a historic Housing Trust Fund bond, \$100 million, and a historic ask of nearly \$80 million across 20 investment proposals, and additional

five proposals for City-owned land. So, as we get into it, I believe the presentation has been provided. I just want to remind you all that we also will follow up with what we refer to as the HTF booklet, so you'll get an additional communication from us that has two to three pages overview of every project that we discuss tonight.

So, tonight is really to give you an overview of the proposals that were received, as well as staff's recommendations. A couple of important things to note.

**Councilmember Brown arrived at 5:28 p.m.**

**Councilmember Molina arrived at 5:28 p.m.**

Again, this is your first funding cycle following the expansion of the housing bond, and the adoption of your affordable housing funding policy. Again, it was a very competitive round, but you're going to see a lot of different things in here. There's multi-family development, NOAH (Naturally Occurring Affordable Housing) preservation, homeownership, TOD (Transit Oriented Development) site acquisition, and City-owned land for affordable housing. This is a great representation of all of the different strategies that you have put in place to be successful in affordable housing here in Charlotte. So, the bottom line is you're going to hear from us, staff. We recommend 13 Housing Trust Fund proposals. We'll go through each of them tonight, in addition to proposals for the use of City-owned land for affordable housing.

The other proposals, we're recommending that you defer to the next RFP (Request For Proposal) cycle, which provides an opportunity for staff to continue working with developers to refine their proposals, and that's coming up quickly. That RFP will open in May 2025, and you'll see those recommendations in September 2025. So, previously, last September 2024, you all adopted the affordable housing funding policy. I'll review the highlights of that policy with you tonight, because that's the framework that staff used to evaluate the proposals that were submitted. Again, you got a summary from us a couple of weeks ago at this point, and then the vote for the Housing Trust Fund recommendations will be on the Council Business Agenda as planned for April 28, 2025, so that's two weeks from today.

Just as a reminder, the work that you all have been doing is working towards, what we think of as, a shift from a traditional focus on housing unit production to a more holistic focus on resident outcomes. So, you have been very strategic in the way that you've designed your policy and your strategies and the tools that we've developed to work towards housing, not just to put units on the ground, but to help promote economic mobility, neighborhood affordability, and residential stability in our community. What I would add to this housing story is that now we're working very closely also with the team that's working on the mobility plan, and we're really integrating housing into your three-legged stool, housing, jobs, and mobility. Housing alone won't achieve these more holistic outcomes, but when you think about how it is then integrated with jobs, workforce development, transit, mobility, that's where the magic happens.

I want to talk a little bit tonight about the whole \$100 million housing bond, and the ways that we're working to activate on that for you, because while we have a lot of information to share tonight, it is only a portion of the total of the housing bond. So, in your housing policy adopted last September 2024, you established these allocation categories. So, rental housing production at \$35 million. The way we activate on that is what we're doing here tonight, so the Housing Trust Fund RFP. Your first round of recommendations, those are tonight, you'll vote on those on April 28, 2025, and then right on the heels of that, the second round opens in May 2025, and you'll see those recommendations in September 2025. We'll continue to have rounds as long as you continue to have funding left in the Housing Trust Fund. Typically, in a two-year bond cycle, we have three rounds.

Homeownership, this is one of the categories that you really asked us to lean into. So, your allocation goal here is \$25 million. There are several different ways to activate on homeownership. You'll see some proposals tonight that came in through the Housing

Trust Fund RFP, but we also have new guidelines for your House Charlotte down payment assistance program that are rolling out right now, and the acquisition rehab, resell revolving loan fund, which is also active right now. So, the next time we come back to you, you'll start to see some of those dollars start to draw down as we deploy them in those programs.

Rental housing preservation and anti-displacement is the next category. You allocated \$14 million to that. Now, because of the nature of the market acquisition for NOAHs, that is actually a rolling RFP. So, it doesn't open and close at specific dates the way that the Housing Trust Fund RFP does, and you may recall back in February 2024, you've already approved one rental housing preservation. The Sharon Pointe community was approved in February 2025, and then you have two applications that have come in since then, and we'll be talking about them tonight.

Those are the three categories that you'll actually see recommendations out of the Housing Trust Fund tonight. This round, there was not an application for supportive housing and shelter, though we know several partners who are working on those, so we expect to see them in the next round. You're housing rehab and emergency repair, these are programmatic dollars, so they will be flowing out, not through a big RFP like this, but actually an RFP to partners who will do that work for the City. The Innovation Pilot Fund, we talked about this in Housing, Safety and Community Committee last week. Warren gave a presentation on some of the things that are already going on, and got some great feedback from Committee about how you would like to see us activate and cultivate and bring forward opportunities for innovation. There is one site acquisition development up for discussion tonight, but you still have a little bit of money left in your TOD fee in lieu bucket. So, we are going to recommend a site acquisition development, but it's not going to draw down out of this \$5 million bucket, and then there's some funding that's been set aside for administration and evaluation. The team has done a great job of establishing those partnerships, and again, we talked in committee last week about the plans for the evaluation of your housing investments going forward.

Again, all of this work, including the way that we've evaluated the proposals, is based on your funding policy, which includes these three goals: economic mobility, neighborhood affordability, and residential stability. In the policy, you established five investment priorities: priority populations, location priorities, resident services, partnerships and leverage, and innovation. So, again, we used this policy as a framework for how to evaluate the proposals that came in. We saw a lot of good work done by our development partners to really articulate and also demonstrate how they are working hard to meet your investment priorities. I was particularly pleased with the proposals that came in with strong resident services, as we think about this more wholistic approach, and we've had a lot of conversations about how we can support people in that economic mobility journey, which often is those pairings of resident services. I will say you're not going to see a lot of innovation in this round. Innovation is something that's going to take a little bit longer to cultivate, and again, if you think about the development proposals, when you adopted your policy last fall, these proposals had already been in the works for a year, two years. So, our partners have done a lot to really work through how they can add to and augment their proposals, mostly on the first four, and then we'll be working with them to bring you some more innovation-related ideas as the bond cycle proceeds.

As a reminder, your Housing Trust Fund is established to provide gap financing for affordable housing developments. We often say, the last funding in, where there's a stack of funds that make a project [INAUDIBLE], and we're the ones that fill in that gap there at the top to get these proposals across the finish line. The fund is replenished on a bi-annual basis via your bond referendum, but also some federal allocations. So, you may recall, sometimes we make a recommendation to use home funds, for example, when projects are eligible, and we have one of those in here tonight. So, we make every effort to recommend the best funding source for any given development that will help you all stretch your housing dollars further.



The winter request for proposal round. Despite the fact that it's April 2025, we are just wrapping up the winter request for proposal round, and it aligns with the state tax credit application deadlines. So, this is the round where you typically see the nine percent tax credit proposals, because they're due to the state in early May, and a reminder, both the NOAH acquisition and your Transit Oriented Development funds have separate rolling RFPs, because that's typically land that's on the market and a need to move more quickly.

Again, and I just want to thank staff, Warren and his entire team, Michael Englehart, who's our Housing Trust Fund Manager, and is with us this evening, and several other folks on the team who have been hard at this over the last couple of months, evaluating each and every one of these proposals for alignment with your affordable housing funding policy. In this particular round, the Housing Trust Fund RFP was released at the end of November 2024, proposals came in at the end of January 2025, and a lot of work has happened in between, including having development plans, site plans and sketch plans reviewed by the Planning Department, and then here we are tonight, April 14, 2025, and in two weeks, we'll be back on your Council business agenda for a vote.

Here is your overall summary. This is the information that was provided in the Council memo a couple of weeks ago. It's an illustration of the categories in which we did receive proposals, so again, this isn't every category, and the Council allocation, the commitment to date. Again, the \$5.1 million in NOAH funds was committed by Council on February 10, 2025, and then again, the number of proposals received and the funding requested. So, again, this was a significant amount of funding requested in both the rental housing production and the rental housing preservation categories. The amount of funding requested exceeds the funding available. Okay, so that's all of the preface.

The next section here, I will walk you through the proposals that staff are recommending to you this evening. So, rental production. Again, in this section, I'll say, I try to come up here and not read from my notes, but 25 proposals ya'll, I just want to make sure I'm talking about the right development on the right slide. So, a little bit of grace I would ask for just tonight as I glance down at my notes. So, rental production, this is new multi-family, that can include mixed-use and mixed-income developments, but this category also includes accessory dwelling units and missing middle production. You received 13 proposals in this category, totalling over \$61 million in investment requests, all of them for multi-family affordable housing. Today, staff are recommending six developments for investment, which together will create nearly 700 new affordable units, 168 of which would be for seniors. One of the developments that we'll talk about in a minute is located in the ETJ (Extraterritorial Jurisdiction) and is actually eligible for funding with your federal home dollars, so that's a recommendation that we'll make that won't hit your Housing Trust Fund, and the other five that we'll be talking about comprise a total investment of nearly \$20 million of HTF funding.

The first development that we're sharing with you tonight, as a staff recommendation, is Baker Crossing. So, Baker Crossing is a 58-unit family, nine percent tax credit, proposal. So, this again, is one of the developments that is also applying for nine percent tax credits that will be done to the state in May 2025. So, a number of things that are really exciting about this particular development, this is Transit Oriented Development. So, off of North Tryon, just outside the Hidden Valley community. There's a map in front of you, for anyone who needs orienting, and this is located just outside the I-85 Sugar Creek Corridor of Opportunity. So, it's right there along the Blue Line. It's less than a quarter mile from the Tom Hunter Station, and it's also along the Route 11 bus line. There's a bus stop directly adjacent. So, we had a number of Transit Oriented Development proposals in this round. We had a staff session to talk through the proposals with the mobility team and Danielle around workforce development and talking about sustainability, and this is one of those TOD opportunities that's just a great opportunity right now, as we think about the potential for the mobility investment and the sales tax. This is along the Blue Line. Sometimes we think, well, we missed an opportunity here. There is still opportunity along the Blue Line. This is on a 1.6-acre site, think about it. This is a small parcel, but they've figured it out, they've proposed 58 units.

It's a low overall investment request, and a 99-year affordable period. Some of the things that are really great about this proposal, they have if you see the percent at greater than two-bedroom, 14 percent. So, they're proposing eight units that are three bedroom, and 32 units that are two bedrooms, so this is great. Along the transit line, it's often more difficult to get some of these units that have more bedrooms. Again, this is contingent on a nine percent award. So, just as a reminder, if you do approve this development for investment, then it will move forward into the application for tax credits from the state. If it's awarded, it will move forward, and if it's not awarded from the state, then that money returns to your Housing Trust Fund. I will say on this one, we think there's an opportunity to strengthen the resident services proposal. This is more of a standard resident services that we've seen in the past. They've proposed for property management to facilitate services with local providers, and we can continue to work with them to try to connect them to those local providers and strengthen that component. Looking at the project with a current focus that you all have on mobility and this location and the very efficient investment, staff recommends this one to you all.

Alright, the next one is The Barton South. So, you may recognize this name, because you have funded this development previously. So, this is 140 units of affordable housing, again, in a Transit Oriented Development District along the Blue Line. So, this is one of the projects that was awarded funding right as the pandemic hit. Many of those awards, you may recall, experienced budget overruns due to rising interest rates and increased construction costs. What The Barton South did at that time, so you awarded them \$3 million in funding, and instead of trying to push forward with the development that they had proposed, which was no longer economically feasible, they used the HTF funding to acquire the land, which then bought them a little bit of time to revamp the development proposal, and now it is back in front of you all for that full funding. So, they didn't ask for additional funding when that was available through the Housing Trust Fund, and even with the previous City funding, this is still a reasonable all-in investment.

Again, this is located along the Blue Line Extension. It's situated between the Tyvola and Archdale stations. One of the things you'll notice here on the location summary is this neighborhood change score is high. Remember each of these component scores is out of 10. This is a reflection of all of the construction that's taking place along the light rail, especially back there adjacent to Tyvola Road. It's part of my commute between home and dropping by son off at school every day. I tell you, every single day, there's something new there, townhomes, apartments, but this site is also within a half a mile of two grocery stores. This one, again, you'll hear some of the same refrain. This is a family development along the transit line, and this one has nearly a quarter of the units greater than two bedrooms, so this has 66 two-bedroom units and 32 three-bedroom units. That is really great for a Transit Oriented Development, and another 99-year affordability period. You'll notice a trend in there. All of the proposals, the multi-family that we're bringing forward to you tonight, have committed to 99 years of affordability. I'll tell you one thing, is that the more competitive you make your funding, the better commitments you get from your development partners.

Another value piece here in The Barton South is they have a nonprofit service provider that they have partnered with to provide onsite services, and have received a letter of intent. They're proposing to work with Community Link, and have a variety of services provided onsite, and they're planning to do a resident needs assessment on move in to make sure that those services align with the needs of the residents. I will also say this is one of those developments that's leveraging your Unified Development Ordinance. So, they're achieving additional building height, which provides for more units. So, you are using all the tools in the toolbox. Whether it's regulations in the UDO (Unified Development Ordinance) or financial incentives from the Housing Trust Fund, you've got a little bit of everything, and it all works together to make these developments possible.

Alright, number three, Havenridge at Sharon Amity. Havenridge at Sharon Amity will create 120 units of affordable senior housing. This is a location on Sharon Amity between Albermarle and Independence. It's across the street from Amity Presbyterian, not directly across, but kind of caddy corner there, so it's within the Central Albermarle

Corridor of Opportunity. This particular location is adjacent to a bus stop that's serviced by several bus lines. It's also a half a mile from a proposed transit station along the Silver Line, again, another 99 years of affordability, and this development is particularly strong in the resident services and partnerships that they are leveraging. So, they're partnering with a nonprofit called Opportunity South Carolina, and that nonprofit partner will have a right of first refusal. So, if this building goes to sell in the future, this partner will have the opportunity to purchase it. So, it's a really strong partnership opportunity there with Opportunity South Carolina. They have also brought in two other partners for resident services. So, they are proposing to partner with Matter Health. Matter Health would provide full-time healthcare services onsite at the property specifically tailored for the healthcare needs of seniors. So, they will have a permanent space in the clubhouse at Havenridge, and will have staff onsite full-time. They also have a letter of intent around additional resident services from a faith-based nonprofit, called Mission 15:13, and they would provide education workshops, financial planning, counseling, health and wellness services, and community events. So, the development partner here is Dominion. This is a new partner to the Housing Trust Fund. So, we're continuing to attract new investment and development partners here, into Charlotte, and Dominion, they do have experience with LIHTC (Low Income Housing Tax Credit). They have experience using local dollars and federal home funding. So, staff are excited to have a new partner in the mix.

The next development is Union at Graham. So, this one is 198 units total of affordable housing, and you'll note that one of the interesting things on this proposal is that they actually maxed out at 70 percent AMI (Area Median Income), so there's a large number of their units that are 70 percent AMI. The Union at Graham is on Onieda Road. It's north of I-85 in the Sugar Creek I-85 Corridor of Opportunity. Again, this one's along the 22 bus line, and it is about a mile from a proposed stop along the Red Line. So, again, good transit connectivity. Again, this area has a high neighborhood change score, reflecting the construction activity in the area, and we expect that there will continue to be more along that Red Line as plans for the Red Line progress. One of the interesting things that Union at Graham has proposed is they actually create a community impact plan at each of their properties, where they will work with the residents to create a plan for their onsite services. They have indicated that they're providing space in this community for partnerships with partners like Alliance Health, Housing for New Hope, and Urban Ministries. One thing to note about Union at Graham, this is a lot of units, and it's a very efficient investment. So, the total ask of \$4.4 million is an investment of just over \$22,000 per unit, and most of the developments you're looking at tonight are closer to \$50,000 per unit. Then, when you factor in the 99 years of affordability, you're down to just over \$200 per unit per year. So, a very efficient use of your Housing Trust Fund dollars, but also an intriguing proposal.

Alright, the last multi-family that we're proposing out of the Trust Fund, not the last one, but the last one from the Trust Fund, is Woodward Apartments. So, Woodward Apartments, again, 130 affordable units and another 99 years of affordability, and another pretty efficient investment. So, Woodward Apartments, this is located on the parcel that's at that very northeast corner of Camp North End, near the intersection with Graham Street. So, if you think about that location, the developer has intentionally designed it to be a link between the neighborhood and the greater master plan of Camp North End. So, this site will have, of course, great access to amenities there at Camp North End, but also potentially access to employment opportunities as well. The Woodward Apartments, you see on the location summary, it has a very strong location score. This site has proximity to amenities, of course, but parks, shopping center, grocery store, school, bus stops. It's also served by the 22 line. It also has a very high neighborhood change score, remember this is out of 10. So, 9.9 means it's almost the highest. In this development, they have proposed a services partnership onsite with Ounce of Care. So, Ounce of Care is a nonprofit. They focus on financial mobility, health and wellness, safety, and community engagement. So, they will have a service coordinator full-time onsite who will facilitate educational programming, financial literacy, job training opportunities, and others. Again, Standard Communities is a new partner to the Housing Trust Fund with significant experience though in construction and preservation of workforce and affordable housing.

The last rental production recommendation we have for you this evening is Long Creek Commons. So, Long Creek Commons is 48 units of affordable senior housing. As I mentioned earlier, this is the development that's located in the ETJ. So, it's off of Beatties Ford Road, just north of Mt. Holly-Huntersville, so right there. So, this is eligible for home funding. So, their funding request is \$800,000, which you have available in your Home Fund balance, and so we recommend that you utilize those funds to invest in Long Creek Commons. If you think about that location, Long Creek Commons, it's not near public transportation. You don't have a bus line. You're not near the rail line, but this is within the adopted micro transit zone. So, it's an example of what will be in the future a new way for our residents to get around in the City. It also has, of course, good access to shopping center, grocery store, and pharmacy. It has a very strong location score, especially the diversity score, which is notable in comparison to some of the other developments. This is in a location with a fairly high median household income, and also a pretty strong change score. There is a lot of construction activity in the area, and it's one of the locations where the current rental costs are already higher than the county average. This development, again, though we would say, has an opportunity to strengthen resident services. Again, this is a proposal where they have offered coordinated services through the property management company, but they did outline what some of those might be, so budget counseling, health screenings, safety speakers, and social events. Again, this is the other development within the range of proposals that is a nine percent tax credit. So, again, if you approve this development for your home funding, it would then go into the application for tax credit funding in May 2025. I should note, actually that's also the case for the others that are four percent tax credits. The nine percent we've called out specifically because they tend to be so competitive, and at least in the past, the four percents have been awarded because there's much more of that capacity.

Alright, so typically we recommend a series of developments, and then we recommend that the balance of the proposals are deferred to the next Housing Trust Fund round. We developed a new category for you tonight, because we have one really intriguing proposal that needs some further evaluation, and that is the Brooklyn Village Multi-family proposal. So, the proposal is a request for \$13.5 million. So, this is the largest ask in Housing Trust Fund history, and if you were to move forward with the other recommendations, this development on its own would then essentially exhaust the balance of Council's rental production allocation goal. We really recognize this is a significant site. The Brooklyn Village proposal is part of the Brooklyn Village redevelopment master plan. There are multiple public partnerships at play, so the City, Mecklenburg County, a significant proposed investment of vouchers from INLIVIAN. As it's designed, there are a couple of challenges outstanding with the project financials. So, our recommendation to you tonight is, if you want to continue evaluation of the Brooklyn Village proposal, defer for now, but instead of waiting on the next Housing Trust Fund round, direct staff to convene the partners, so the City, the County, INLIVIAN, our development partner, to explore alternatives to the current funding structure. See if we can either get the overall costs down, so it fits within your investment categories, or help the development partner find additional funding sources that would close some of that gap, and our proposal is that we would bring a recommendation back to you all in June 2025. So, again, rather than deferring to the next funding cycle, we would take a look at this proposal. Because there are so many partners at the table, we think we can get a better outcome for you all on this development if we're all sitting down and working together.

Alright, so the next category we're going to move on into is homeownership. So, thinking back to your Affordable Housing Policy, homeownership includes new homeownership production, that could be single-family detached, townhomes, ADUs (Accessory Dwelling Unit), missing middle, but also homeownership and downpayment assistance, and your ARR (Acquisition, Rehabilitation & Resale) Revolving Loan Fund. In this Housing Trust Fund round, you received four development proposals, and staff is recommending all four of them to you for investment. They total \$4.7 million in Housing Trust Fund funding, and they would create 102 new affordable homes.

The first one here we want to share with you is Aveline Newell Townhomes, and I'm sad to see Councilmember Mayfield is not here this evening, as I know she would be very excited in particular to see that this is a Faith In Housing partnership that has come forward, a partnership between Newell Presbyterian Church and the development partner, DreamKey Partners. So, this townhome development would create 54 affordable for-sale townhomes, with sales prices ranging from \$267,000 to \$276,000, serving homeowners at 60, 70 and 80 percent AMI. As a Faith In Housing partnership, the Presbyterian Church worked very closely with DreamKey Partners to share what it is that their vision is and their mission for contributing this land for affordable housing, and one of the things that was very important to them was fostering community interaction. So, you'll see a little bit on this picture here, but also when you look at the site plan, things like these, thoughtfully designed front porches, they're all designed to promote community interaction, both among the neighbors and with the church. We've included the location summary here for reference. Your locational guidelines actually exempt homeownership, because they're a little bit different, but I wanted to share some of the highlights about the location. It's near the Toby Creek Greenway. It's within two miles of major retailers, and about 10 minutes from UNC (University of North Carolina) Charlotte. So, it would provide some homeownership opportunities in a really good location for families, and again, with 54 new units it's a really exciting opportunity. I don't know if ya'll have been keeping track of how hard it is to buy a house right now, and that has been for the last couple of years, and the pressure just keeps building as home sales prices increase, and we haven't seen a lot of really fun interest rates. So this is a great opportunity to get some new affordable homes on the ground for families. As is typical with the homeownership developments from DreamKey, they've included 30 years of affordability in their proposal.

The next three slides, the next three developments that you'll see, are homeownership developments proposed by Habitat for Humanity. So, you've seen some of these before. It's the Habitat's homeownership model. It's a little bit different. They require 15 years of affordability, that's for the specific resale restriction, and it requires any subsequent buyer to be within that 80 percent AMI, but the effective period of their restrictions is 45 years, because past that 15, they include a right of first refusal and a provision that the unit may not be used as a rental. So, that will be the same for all three of the next homeownership developments that you see.

So, Carya Pond Townhomes is the first one. This is a mixed-income homeownership development. It's located near the intersection of Hickory Grove and Sharon Amity Roads. This development includes 32 affordable townhomes that would serve households, you'll see here, at 50 to 80 percent AMI, and 41 market rate townhomes. So, a true mixed-income community. This is a partnership between Habitat for Humanity and Strivers Row, which is a joint venture of Kingdom Development Partners and Harmon Construction Services. So, again, bringing in new partners, helping to build the capacity for affordable housing development in Charlotte. You may recognize Harmon Construction Services. They provide the rehab work for the NOAH properties that you have invested in previously. They're also currently participating in the Emerging Developers Cohort that you all funded with Corridors dollars with LISC (Local Initiatives Support Corporation). So, a really great partnership is being built here at Carya Pond. This is actually a nine-acre site. So, again, the opportunity to do more things, and have a true mixed-income community.

Alright, the next two development proposals, again still Habitat, they're smaller, more of the infill sites, similar to what you saw from Habitat in the last round of the Housing Trust Fund. This one is Frew Road Townhomes, and this is located near Craighead Road and North Tryon Street, just a small infill site. This project would consist of two buildings. So, it would contain eight units, and seven of them for affordable homeownership for households between 50 and 70 percent AMI, and one that is proposed to be market rate. So, again, these are for-sale townhomes, three bedrooms, 2½ baths, and this particular development is laid out where the two different buildings would be separated by a parking lot. So, they've done a lot of work with their team and with the Planning Department to really maximize the use of this infill site.

The last homeownership proposal we'll talk about tonight is Tom Hunter Homes. This is, again, a smaller infill site. They're proposing 10 units, six single-family detached homes, and then two buildings that are duplexes. This will have nine affordable homes serving households between 50 and 80 percent area median income, and one market rate. You can see the design here on the screen that they would have, because they're a mix of single-family and duplexes, units that range from 1,200 to 1,500 square feet, and they have proposed sidewalks and a preserved tree buffer along the side of the property. Again, doing the hard work to make the most of what can sometimes be these tricky infill sites.

Alright, now if I can just take a deep breath here. We're making our way through. So, that's homeownership. Alright, the next investment category we're going to talk through is rental preservation. So, rental preservation, in your policy this is referred to as rental housing preservation and anti-displacement. So, this investment category includes your NOAH acquisition and rehabilitation, but also small landlord investments, and potentially multi-family rehabilitation and redevelopment. You did approve the Sharon Pointe community, an investment in February 2025, for \$5.1 million, and so the balance in this investment category is \$8.9 million, and you've received two proposals for this category. Both of them are for NOAH acquisition and rehabilitation, and the challenge that you face on this one is that if both of those developments were awarded funding, they would exceed the allocation goal for rental housing preservation by \$1.5 million, and they're both strong proposals. So, today we're going to share the information with you on both of them, and wanted to get your feedback before we move forward with the final recommendation around rental preservation.

The first proposal is The Hideaway at Kingspark. So, this is a new development partner for NOAHs, Sandee Road Ventures. This is your NOAH investments, which you started on the cutting edge of this work with your 2018 bond. You have done a number of these investments with Ascent Housing, and this is the first proposal you've seen from another partner. So, we're starting to see an expansion of the partnerships and capacity in the NOAH market. You'll see The Hideaway at Kingspark. This is a kind of lower density apartment community, 110 units. It's on Kingspark Drive, but just off of West Boulevard, tucked behind there, kind of Dr. Carver Road, where it winds around. There's a lot of new townhome development in that area, and you can see it has a very high change score, again, because there is so much of that development happening, but an excellent location, a high location score. So, they have requested \$5 million in Housing Trust Fund funding, and notably they've committed to a 40-year affordability period. So, each of the other NOAH developments that you have invested in previously has been a 20-year investment period, and Sandee Road Ventures has committed to 40 years. So, you'll see there for \$5 million you get 110 units, and partially this is because this is a much older development. It was constructed in the late 1960s, and so it needs a substantial amount of rehab investment, which is why you see the investment per unit here is \$45,000ish, which is in line with your new construction investments.

The other proposal that you have in front of you is Woodford Estates, which would be called Willow Park NOAH. This is a proposal from Ascent Housing, so again, this is the partner that you have been working with in your NOAH investments. This is a larger community, 228 units. This is off of Central Avenue. The standard model that Ascent Housing has brought forward to you, again, the bulk of the investment is for rehabilitation. They're around \$23,000 a unit, but typical of the Ascent model they've committed to the 20 years of affordability. Again, a pretty good location, especially with the proximity score. What's really interesting about this particular community is that Ascent Housing is partnering with Roof Above, not just to provide units, which they do in many of their NOAH communities, but Roof Above is actually coming into this development as an equity partner. So, they had a philanthropic contribution that they're bringing to the table as an equity partner, so that is a real investment. Warren was just giving me an overview. He said, "This is a real investment." They'll actually get a small return on this investment, which helps them fund operations. So, it's a really interesting model that will provide housing for families that are coming out of homelessness, but also could provide some funding for Roof Above, because of that investment that they're bringing to the table. One thing I wanted to note here, they do have a \$2.5

million ask in their financial stack, a request out to Mecklenburg County. We checked again with staff today at Mecklenburg County, that's intended to advance to the County Board of Commissioners for a vote in May 2025. So, if you wanted to advance this development, again, it would be contingent. You've done this before with the NOAHs that are partnerships between the City and the County. I'll note that the Hideaway at Kingspark and Woodford Estate, both of them have also applied for the rental subsidy that comes with the NOAH subsidy program.

Okay, next up, TOD land acquisition. So, again, your housing bond programming includes \$5 million for land or site acquisition within current and planned transit areas. The good thing is, you still have \$1.5 million balance in the fee in lieu payments that were made, actually I guess almost two years ago now. So, for this particular development, the developer is requesting \$1.5 million, which means that you would be able to move this development forward without tapping into that \$5 million in the Housing Trust Fund. So, the developer has proposed \$1.5 million to support the acquisition of this parcel, located within a Transit Oriented Development area, along the Gold Line. So, it's a small parcel on Trade Street, just as you cross over 77 coming out of Uptown. This is the parcel that's directly on your right, directly across the street from the Bojangles. So, if you can picture it, that is a half an acre. So, the developer, though, has been working closely with Planning, and working to be as creative as possible. They are estimating a yield of about 100 units on this site. So, they're proposing 102 units affordable to families earning between 30 percent and 80 percent for the affordable units, and then they've also proposed a component that would be 80 to 110 percent, so it would be a mix of affordable and some of that workforce housing for families. This is proposed as a carless development. There's no onsite parking. That's how they're squeezing it onto that site. So, in their work with planning, and this has come forward, they would be leveraging the Gold Line. They are planning an electric bicycle share on site. There's a nearby offsite electric vehicle share program. So, a lot of interesting approaches in this. They're also aiming to establish, what they call, a healthcare empowerment program to provide various residential services to promote health and also economic mobility. So, if you approve funding for the land acquisition, we actually expect this to move forward pretty quickly. They're fairly far along in the design. If you approved the land acquisition, you might see this again fairly quickly, but this is a really interesting development, and an opportunity to try some new things, some that we don't have a lot of here in Charlotte.

Okay, so that is your Housing Trust Fund RFP, that is the NOAH RFP, and a Land Acquisition. So, we also have for you tonight a couple of City-owned land parcels to recommend. So, you may recall last February 2024, Phil Reiger stood here before you and gave you an update on the real estate collaboratives work and the use of City-owned land for a variety of things that would advance your strategic priorities, one of which, of course, is affordable housing. So, staff have been working. We've had a real iterative approach to the use of City-owned land. When the City first started leveraging City-owned land, we were new in the game. Our partners were new in the game. There was a lot of work to do even after those parcels were awarded. So, we took a step back from that original approach, and we started doing much more due diligence around the parcels, working closely with our real estate team. So, it has been a little bit slower coming forward to you, because we do so much of that heavy lifting now on the front end. Then, in addition, as we continue to adapt the approach to City-owned land, we're really thinking even more broadly about a comprehensive land development strategy. So, how are we working with the County and CMS (Charlotte Mecklenburg Schools) and the City about the locations of municipal land for affordable housing? How might we leverage land for the co-development of housing and municipal facilities? So, Warren shared an overview of our current land development strategy with the Housing, Safety and Community Committee last week. We would certainly be happy to share more, but boy I've been talking to you a long time tonight. So, for tonight, what I want to do is share with you that we put out in an RFP, three sites, there were four parcels, but three sites, and you can see them here listed, the University City Boulevard site, which actually you awarded something on this site previously that didn't proceed, and then a site on Tyner Street and Freedom Drive. We received five proposals in total, and we're recommending two of them for you tonight.

So, we'll start with Tyner Street. So, this location at Tyner Street is about three-quarters of an acre. It's near the intersection of University City Boulevard and North Tryon Street. You just received one proposal for this location, and that proposal came in from the Camino CDC and True Homes. This is a partnership. If you think about this location on Tyner Street, it's located almost directly adjacent, about a block down the road, from the Camino Church and the Camino Health Center. So, this is a very strategic location for the Camino CDC to activate on some of their goals with the people in Charlotte that they serve. They are proposing 14 units altogether. Twelve would be rental townhomes, and two would be transitional homes, and they would serve families at 30 percent to 90 percent AML. Again, as a reminder, what we do with City-owned land, is we get in initial proposals, we make recommendations, and you all make decisions about awarding the City-owned land, and then we work together to flesh out the full proposal. So, at this stage, it's still a concept, but you can see they have done quite a bit of work. So, this is a proposed 99 years of affordability, the conveyance of a ground lease. If you did vote on April 28, 2025, to move this forward, then we would begin the process of conveying the land and they would then finalize their proposal, and again, potentially it would come back to you as a Housing Trust Fund ask, but at this stage, there is no funding attached to your decision. This is a decision to convey the City-owned land for the purpose of affordable housing.

The second site is, what we call, the Freedom Drive Assemblage, just because there happened to be two parcels directly adjacent to one another. So, it's two parcels. They're between Thriftwood and Bradford, so it's in the Freedom/Wilkinson Corridor of Opportunity. It is just down the road from the Tuckaseegee Rec Center. So, if you can think about where that comes in to connect to Freedom Drive. You received two proposals for this assemblage on Freedom Drive, and the proposal that we're recommending to you this evening came in from True Homes and Prosperity Alliance. So, again, another partnership that would bring 12 townhomes. These townhomes, though, would be for-sale townhomes, and so when we do for sale, instead of a ground lease, the City would convey the land in fee simple. They are proposing an affordability period of 20 years and 60 to 80 percent AML. One of the interesting things, because of the partnerships that are here, also True Homes is a partner on the other City-owned land opportunity. So, one of the things that they have been talking about is how do you create a pipeline then where you have two units of transitional housing, rental townhomes, and then also a development of new townhomes? So, our partners, again, are working hard to be responsive to the things that you included in your affordable housing policy, and getting creative with partnerships, because that's the only way they can make any of this work.

Okay, so, that is the end of individual developments that I will be reviewing, and we are now in the summary section of tonight's presentation. This is where you'll need to get out your reading glasses there with these that are in front of you, because again, this is quite an impressive array of opportunities for investment. When you look across the rental housing production, we're showing here you have both five developments out of the Housing Trust Fund and one with federal funding, again, nearly 700 units, 160ish of those are seniors. In homeownership, of course, you received four proposals, and staff have put forward all four of those proposals as recommendations for your consideration. That's almost \$4.8 million, creating 102 units of affordable homeownership. In the rental housing preservation and anti-displacement investment category, you'll see a couple of asterisks here. This, again, the situation is, if both of these were recommended, that \$10.4 million would exceed the current allocation goal for rental housing preservation. So, I have some tables and even some graphs in the next couple of slides to help you visualize where these recommendations stack up against your investment categories. TOD land acquisition, again, that's \$1.5 million. It wouldn't hit your Housing Trust Fund, that would come from your fee in lieu balance, and then the two proposals for City-owned land.

When you look across this whole range of recommended developments, on this particular slide, I will note, have included both of the NOAHs. So, your investment would create over 1,100 affordable housing units, 100 of them at homeownership in a sales price range of \$267,000 to \$285,000. So, you can see on this slide, at the various levels



of Area Median Income, what the rent ranges would be. The range that's shown here is a range from the rent for an efficiency to the rent for a three-bedroom. So, this is an investment opportunity that creates a lot of opportunity for households and families in Charlotte to live here affordably. Then, the summary here of the deferred developments. We haven't gone over each of these in detail tonight, but they are included in your Housing Trust Fund booklet, so you'll have an opportunity to see, again, the full detail on each of these, and we're careful about making these recommendations and framing this up as a deferral. These developments, we think, with some additional work in partnership with staff and the developers, that we can bring back something to you in a future Housing Trust Fund round. So, note here the asterisk we've put by Brooklyn Village. Again, this one we're recommending. If you'd like to pursue this large ask, we're recommending further evaluation.

Then, there are five other developments that are recommended for deferral, along with the City-owned land parcel at University City Boulevard. We did receive an application for that parcel. There's a lot of challenges with that parcel, and at this time, we propose to defer that parcel to continue to work with the developers. You did approve a recommendation previously. It was for a nine percent tax credit development, and it didn't score on the site score for the Housing Finance Agency, so that didn't move forward. So, here we are again, and we think this parcel will probably need to take a little bit of a different approach. So, I talked about how we're iterating on how we really activate on City-owned land, and this one I think will need to be a little bit more directive in what some of the opportunities are there. Again, particularly in the rental housing production, for staff recommendations in the very first round with your new policy, we've been on the conservative side in terms of what we recommend. There are a lot of good developments that are in this deferral list, and we wanted to err on the side of reserving some of your capacity in that rental housing production for future rounds, but I think I had shared earlier, we make recommendations, and then we'll hand these off to you all for deliberation.

Alright, a couple of different summaries here at the end I just want to walk through briefly. A couple of different ways to slice and dice this and think about the overall recommendations, and if they were approved, what would the forecast look like in your Housing Trust Fund. So, again, out of your \$100 million bond, your current balance is \$94.9 million, because of the NOAH community that you invested in in February 2025. The total of the rental housing production recommendations is almost \$20 million. If you moved forward with both of the rental housing preservation recommendations, that's \$10.4 million, but again, that exceeds your allocation goal for rental housing preservation, and the homeownership development recommendations are around \$4.7 million. So, this is a total recommendation of just over \$35 million. If you think about this from the perspective of the \$100 million bond, there's some capacity still for your other categories and for other developments to come forward, but \$35 million in one round, I'm not sure this is something that we've ever seen before, and this is made possible because of your historic commitment to affordable housing with the \$100 million bond. If all of the recommendations and both of the housing preservation developments were approved, your ending balance would be just under \$60 million. So, another way to look at that is, within that \$100 million, of course, you have investment goals. So, out of all of the investment categories, the ones that would be tapped with this particular round of recommendations are rental housing production, homeownership, and rental housing preservation. So, this slide shows you where you are currently with the funding available, the total of the funding recommended, and what the balance would be in each of these three categories if the investments we talked about tonight did move forward. It would leave you with a balance of \$15 million in your rental housing production investment category, about \$20 million in homeownership, and then again, with the rental housing preservation, if you moved them both forward, you'd actually be over by \$1.5 million.

So, this is not what I expected to see when I turned to this slide. I'm hopeful that what you have in front of you looks a little different from this. No, okay. So, when you see this slide in the corrected presentation, what you'll be able to see is how the recommendations stack up according to the total allocation. So, it is again, just a

graphic representation of this table. So, really what the slide intended to do was to illustrate that within these, particularly the rental housing production investment category and your rental housing preservation category, how each individual project kind of taken together, adds up to the recommendations and the balance that's left. So, same information that's here on this slide, in a bar chart form, which we will make sure that you have in a way you can actually read and follow-up to this presentation. So, one other look here, same information, but this is across the entire \$100 million bond, so not just the categories that would hit that from the recommendations tonight, but again, out of the \$35 million, the current recommendations are right around \$20 million, leaving you with just over \$15 million of capacity in that category. Homeownership is moving up slower, but as a reminder, this is 102 units of homeownership, which is one of the largest amounts of homeownership we've seen in any given round of the Housing Trust Fund, and you'll start to see more of that investment go out the door as the City invests in downpayment assistance and acquisition, rehab, resale, so we've already activated on both of those things. Finally, again, in the rental housing preservation category, you currently don't have capacity for both of those developments, so some things to deliberate on for you all tonight, and for the next two weeks as well.

So, here's the schedule moving forward. So, for the Housing Development Fund, the recommendations we bring to you tonight at Action Review. Council approval is scheduled for two weeks from tonight on the Council business agenda on April 28, 2025, and the schedule then moves forward. After that, there's financial closings, design and permitting approvals, then maybe rehab or new construction. So, the things that you vote on this April 2025, typically would come out of the ground anywhere from 18 to 24 months. One of the things we were very diligent about in our evaluation of the Housing Trust Fund in this round, staff paid close attention to how ready were these proposals. So, all of the proposals that are in the mix tonight are developments that are ready to go to closing anywhere from six to 10 months. The City-owned land, of course, operates on a little bit of a different schedule. This will still come before you on April 28, 2025, for approval, but that's just approval of the land conveyance, it's not an investment. What would move forward then is purchase, predevelopment design. Then if they're coming back for a Housing Trust Fund ask, they would put that proposal in in a future Housing Trust Fund ask, it would come before you for consideration, and then move forward to the financing and construction stage, so that one is a little bit longer. Then, just as a reminder, yes, this is a lot of information tonight, but we will also be providing the Housing Trust Fund booklet, so you'll have lots of time to review and absorb and consider over the next two weeks before this comes forward to you on your Council business agenda, and that is the 25 proposals that you received in this round for the development and preservation of affordable housing.

**Mayor Lyles** said Rebecca, I just want to say thank you and wow. Sitting here from when we started at \$15 million, and where we are today, has been absolutely astounding, but I just have to say, you guys have done a terrific job in doing this work. I always really try to figure out how much more we can do, and you guys have hit it out of the park on what we can do and how we can do it. So, congratulations. I know you must be exhausted. Get some water somewhere.

Ms. Hefner said and the team as well.

Mayor Lyles said I know it is teamwork, and I think also the Council members that have supported this effort, Ms. Mayfield, as well as Ms. Watlington, being able to hear from all of us. Think about this where we were in Asheville talking about how do we do this, and here we have, I think a process like none other. So, I want to say thank you for the work that you've done, the challenges that you completed for us in a way.

**Councilmember Watlington** said I would just echo the statements that she just made in regard to the incredible work that you all do. You continue day in and day out to show up and lead the way, not only for our city, but for the nation. So, thank you for the work that you do. I've very excited to see the volume. This is what we wanted, exactly like we said. So, I'm excited to see the interest and the mix of projects that we have here, and also some new players at the table as well. I like that with this wholistic approach

around outcomes for our residents, we're starting to see folks get more creative with what they're bringing to the table and their offerings, because it's not just about the housing on the ground. It's about how are we elevating people through the economic mobility ladder. So, I'm excited to see that. To that end, I'm particularly interested in, if there are any thoughts at this point, given what we've learned to date, in regard to how to increase the homeownership projects.

Ms. Hefner said sure. So, one thing I will say, and you have a couple of your homeownership partners here in the room, is that you're going to see more of these in the next round. Then also when you think about the way that the homeownership component was programmed, because it does also include downpayment assistance that moves out the door programmatically. Really, for homeownership to work right now, we need every strategy. We need our partners that are doing new construction of affordable homes, and we need to continue to provide homeownership and downpayment assistance, and then also for the acquisition, rehab, resale. So, we'll have some conversation with our partners. We'll continue to talk to staff and check back in with you all about ways to accelerate those opportunities for you and see if we can bring back even more opportunity in the next round, but also, as we roll out the new House Charlotte program guidelines, which I believe they've gone out just in April 2025, yes. So, we had a soft launch of the new program guidelines, they're really designed to make homeownership more accessible in increasing the program limits and encouraging folks to match funding from other sources. So, we're really excited about getting that going and out in the market, and we think your downpayment assistance is going to start to roll a lot more quickly as well, but we'll take that back and talk to our partners and think through, what else? We had the conversation about innovation, what else? There's a lot of opportunity within the City-owned land, I think, to activate on homeownership, but I think it's going to be more of the City directed, where we do some of the FIT (Financial Innovation & Transformation) studies, the things we're doing at Wilmore, for example, where we're working with the Planning Department and thinking through what's possible here? We're doing that work also right now on the old Double Oaks site, for example. So, I'm excited about what we got, 102 units in this round, but I think we're going to start to see that move more quickly.

Ms. Watlington said perfect, and just a couple quick questions on homeownership, before I move on to other topics. Can you help me understand what's driving the years of affordability on homeownership? How are we to interpret those numbers?

Ms. Hefner said can you ask that one more time?

Ms. Watlington said when we see, on homeownership projects, years of affordability, how is that tied into the sale?

Ms. Hefner said okay. So, just the same way that we ensure affordability in actually all of our investments, it works through a deed restriction. So, there's a lot of different types of models for homeownership, but depending on which one, the initial deed restriction is with Newell Townhomes, for example, that initial deed restriction, that's for 30 years. Then, with the Habitat homeownership, that initial deed restriction is 15 years, but then the effective affordability is extended with the right of first refusal, and with the provision that it can't be used for a rental. So, we use those deed restrictions to ensure that affordability over time, just like we do with multi-family, and then it goes into our pipeline of asset monitoring. So, depending on what stage it is in that period of affordability, if it sells, it has to sell to another homeowner that's below 80 percent of Area Median Income, or if it's during the period of right of first refusal, then Habitat actually has an opportunity to purchase it back, and recycle it back into their program and create a new homeownership opportunity, which will then restart that clock.

Ms. Watlington said got you, thank you for that. Then, to your point about recycling, I ask this question every year, and every year I have to ask it again, so forgive me. When we put gap financing on a project, do we as the City then have an ownership stake, and does that money eventually return to the City at some point?

Ms. Hefner said so, we don't have an ownership stake. We loan the money and then we have a lien position essentially. The way that the Housing Trust Fund loans work is, they're negotiated with each development, but they're a small percentage, one or two percent, cash flow contingent loan, and so it would be repaid over time contingent on cash flow, and then at the end of the affordability period, that loan would be paid back. However, it's our goal to keep affordability as long as possible. So, we are starting to see there's some investments from the original Housing Trust Fund in 2002 that are nearing the end of their affordability period, and staff's goal is always to negotiate with the developer, leave your money in the deal, and extend the affordability period, but yes, it's a loan, it gets repaid, and there's no ownership stake.

Ms. Watlington said thank you for that, that's helpful to understand, especially as we start to see some of these projects come in and we start to knock on the door of our limits for each category. Want to understand what might also be another stream or another means to continue affordability, just like with the fee in lieu. I'd be very curious as to how that program overall is working, because I know we've got the \$1.5 million, and we're about to use it should we go with the recommendation. I'm just curious as to how that's been [inaudible]?

Ms. Hefner said you have a little over \$16 million more in the pipeline for fee in lieu commitments. The way that program works, though, they don't pay until they pull a building permit. So, those are all developments that have come through for approval, but have not yet pulled a building permit. At the time of pulling that permit, the payment is made to the City, and it then becomes available in your Housing Trust Fund for land acquisition.

Ms. Watlington said awesome. Last two things on my end, as it relates to the rental preservation, just to followup. I heard you say that if we were to do both of these projects in this round, we would have actually exceeded our overall commitment there. I'm very, very careful not to do that too early. So, I personally would lean more towards choosing one of those projects. That obviously is up for discussion around the dais, but I would love to see us preserve some opportunity there, because we want to make sure that we get some of the other types of investments in with this overall budget.

The last thing I wanted to speak to was Brooklyn Village. I'm very interested to see how that one continues to shake out. I know that there is some conversation about what that AMI mix really looks like, and how do we make sure that we position that project for success, and the people on that project for success, given that they will be living in Center City, and how do we make sure that we are providing housing that matches the kinds of workers that we need in Center City to keep our engine running? So, I'll be very interested to see where that one goes and would certainly be supportive of bringing it back in July 2025.

Ms. Hefner said okay, thank you.

**Councilmember Mitchell** said first of all, I've got to thank the citizens of Charlotte who went to the poll and voted for this \$100 million affordable housing bond, when some people questioned were we doing the right thing. Staff, thank you for making the City Council look good. This is a lot of work, and the way you all have tackled it, listening to our priorities, I'm just excited about this work. To Monica and Shawn, thank you. I saw a CBI (Charlotte Business INClusion) commitment of most of these projects. So, as we continue to tie in some of our other priorities, like minority-owned businesses, I thank you staff, and Monica and Shawn, for doing some heavy lifting. Let me follow up. I'm going to echo Madam Chair on the partnership on Brooklyn Village. I think it would be helpful, as we look at all the partners, where's the County participation, the INLIVIAN participation. I think there's some conversation about vouchers, and so I want to make sure that if we can get that part of our additional information. Last, but not least, as you told us at the retreat, Rebecca, you just hit a grand slam. Thank you, Mayor.

**Councilmember Anderson** said really great job, and congratulations to you and the team. I want to start off by echoing my colleague's sentiments, as it relates to Brooklyn

Village, and just more penciling and collaboration. We need to circle the wagons on that project, and make sure that our partners are at the table. It's an important part of the City, it's important history, and I just want to make sure we do right by that space, so keep working on that. I would advocate for keep working on that, but I do have a couple other questions for you. I was really taken away by this 102 units for homeownership. We had talked about doubling the investment in homeownership, more than doubling it, so it's 25 percent of the Housing Trust Fund. So, to have those units, that feels really good, but I just had a question around the units for homeownership relative to the overall base. So, right now, it's looking like it's a little in between nine and 10 percent, just eyeballing it. I know it's much higher than we've had in the past, and in the past, I've asked for it to be at least 10 percent of the total budget. Can you just say more about the actual units that we might potentially see? I know Ms. Watlington just asked about the downpayment assistance and other things, but do you see it in the horizon, any more units coming on board for homeownership?

Ms. Hefner said I believe that there is more of a pipeline out there. We've seen homeownership production from our great partners at DreamKey and Habitat. I know that they plan several years out, and then we expect to see more in the pipeline in your next round. I would ask Warren, do you have anything to contribute there? I know you work closely with those partners.

**Warren Wooten, HNS** said yes, we have some great homeownership partners, and what you're seeing in front of you are just their current asks for this current round. You are not seeing their full pipelines of production. I will also say that we're currently at just a point in time where homeownership is just disadvantaged due to high interest rates, which is making it very hard on our partners to pencil these out. We're hoping that those interest rates will moderate some to help with some of these gaps. The problem that we're seeing is just the enormous gap that they need to get our working-class families into homeownership with these high interest rates. So, they've done a fantastic job getting you these 100 units, up on the screen, but there's more City-owned land that's coming online for this. We've talked about acquisition and homeownership has always been contemplated for acquisition, and then if we can just get a little help on those interest rates, it's really going to help to get these units out the door. So, I'm very optimistic that you're going to see the pipeline that you're looking for.

Ms. Anderson said okay, good to hear, but to see that even the mortgages, the total cost is really going to be under \$300,000 for the units that you're bringing on, is pretty phenomenal in this marketplace, so again, kudos on that. Where you talked about the West End Apartments, that opportunity there on 0.45 of an acre, can you just say more about this particular development? Is this something that we've seen in some of our peer cities? It sounds like the level of density on this small plot is intense.

Ms. Hefner said it is, and this is particularly because there's no onsite parking. So, this is a trend that we see across the country in much denser cities. It's also a trend for Transit Oriented Development, and I expect you'll see more of these in Charlotte. I believe this has already been through rezoning, so we can also provide you with a link back to that information for more about how that parking waiver was achieved. It's really thinking about, especially near the urban core, with good transit access. This might not be for everyone, but for people who are in Charlotte, maybe living without a car, and using transit to get around. Again, they're on the Gold Line, but there's other options for mobility. There is planned to be onsite bike share, close proximity to an EV (Electric Vehicle) car share. So, there will be a lot of different mobility options for the residents here. If you think back to, for example, the visit in Munich, where we were really looking at how do you combine sustainability and mobility and affordable housing. There was some parking there, but it was primarily for bikes and car share. So, it's a model that's really being employed very successfully in other places. It's just relatively new for Charlotte, and I expect we'll see more of it, especially along transit lines, as we strive to achieve density in those corridors according to the growth plan and the comprehensive plan.

Ms. Anderson said got it. I think it's a great location and great use given everything you said. I just want to make sure as we do projects like this, we have some carless developments over in the NoDa area that's very close to the Blue Line, yet the community's having challenges with individuals living in those carless apartments, taking over the parking. So, something like this, which is fantastic across the board, just making sure the way we execute it in the implementation, that it have some kind of teeth related to being a true carless establishment.

The last question that I had was about the rental preservation. Just looking at the numbers here, I know you mentioned that Kingspark is a much older establishment than Woodford Estates, but the investment per unit is over double, so more than 100 percent than the Woodford Estates. It just seems like a lot to invest for a NOAH, and interesting that they're making it work financially, but can you just speak a little bit about that high investment? I know it's right in line with the rest of our Brownfield or Greenfield establishments, but it just sounds very high for a NOAH.

Ms. Hefner said well, I think what you're seeing is a new partner and a new model. Because the NOAH communities that you've invested in to date have been with Ascent, they have a very specific model. They've partnered with the Housing Impact Fund to do social impact investing. They have a 20-year affordability commitment that, because of the nature of that fund, they have shared that they cannot increase that affordability period. So, even for staff, we looked at this and thought, okay, this is something entirely new, really talking through with them how would you make this work? So, it is a significantly older community. So, the investment per unit is really a reflection of the much higher investment that they will be making in the housing rehabilitation, because it is older stock, but also because they're committing to a long affordability period, that it's not a situation where they would be successful if they went in and did surface level type of rehabilitation. There needs to be a substantial investment to ensure that this can remain in good use for a long period of time. So, really what you're seeing is a new model, and again, this is a new partner. We haven't invested in this type of model before, so it looks a little bit different, but it achieves similar goals around anti-displacement, because with the acquisition, then the households that are living there can stay there with the rents capped at affordable levels, and then smaller increases over time, instead of it being put out on the market with a potential displacement if it were sold at market rate and the rents increase. So, it's the same foundation and the purpose of the preservation of the units. It's just the financial model is a little bit different, because they're substantially older, they need substantially more rehab investment than what you've seen in the past.

Mayor Pro Tem Anderson said okay. Well, thank you for all the work. I mean, just the response clearly states and underscores the amount of demand that we have in the community. So, it was a lot of work, but I greatly appreciate it.

**Councilmember Molina** said first of all, thank you both for your work on this. I don't want to belabor a point. You've got to be tired. That was a lot of information, a whole lot of work. I mean, you did a fantastic job presenting a lot of data all at once, that's not easy, so thank you for your work on this. I have a few specific questions, and I'll just hit them at a high level, and we can take the rest offline. I've communicated the Havenridge at Sharon Amity with you. I did drive past those lots. So, I drove the ones that were in District Five this weekend just to take a look.

So, Coventry Woods is the neighborhood that's adjacent to this particular opportunity, and not to call him out, but that's where John Autry lives, and they have one of the biggest spaghetti dinners on the East Side. It's famous. Like the annual spaghetti dinner is a big deal. So, last week I spoke to the developer, and I asked him, I said, well, have you spoken to the neighborhood? He told me he couldn't reach anybody, so that was a concern for me. So, what I did was start to reach out to the community, and then they were then interested in this particular project to know what was going on. So, not to say that it's not a good opportunity, but I think having a mother who's a senior, who is not car-dependent, and I saw the bus stop that's right there, so that's absolutely a plus for someone who would be senior, but it immediately affects Coventry Woods if we're going

to put 120 units where only two houses are right now. The vacant lot that's right there behind the Dollar General that's on the corner. There's a vacant lot across the street right across from the church. So, this particular decision, from a standpoint of making it now, I think it will determine what type of infrastructure falls in line with what this development needs. Because that community and that area is so engaged, I think it's important for us to tap the community. Not to say that the decision is dependent on that, but I think having the impact of the community to say, this is what's coming. What do you think? The Housing Trust Fund dollars that you entrusted us with, we're going to make a decision to do this. I am all for senior housing. I think it is something our seniors, especially on a fixed income, every time we can do that, you've got my support, eyes closed, but it's got to make sense for where we put it. So, I was looking for the things that surround it that would make it really conducive for the various levels of seniors that we get who need different things. I know that there is a contingency for a potential Silver Line something. I don't want to go too far into that, it's pretty scary, people start to bark at me. So, just for right now, based on the infrastructure that we have right now, I think we've got to take this particular one offline to have a few more discussions to make sure that we're good before we move forward. I think anybody who is paying attention, who knows that we're going to provide resources to our seniors, could easily get behind it as long as it makes sense. So, that one is one that I think, like I said, we'll take that conversation offline and go in depth, and see if we can tap the community for that one.

Ms. Hefner said and I had responded to you about the community engagement piece. May I share that here tonight?

Ms. Molina said yes, that'd be great.

Ms. Hefner said I think one of the things that's important to note is that community engagement is a requirement of the developers when they submit proposals to the Housing Trust Fund. So, they're required to notify residents in the immediate vicinity and then reach out to neighborhood leaders who are registered neighborhood leaders with the City's neighborhood organization contact list and host at least one community meeting. So, developers, they have to go through all of those steps, and then they submit the minutes and the feedback and all of that to staff, as part of their proposal. In this case they had the applications in January 2025, and they had until the end of March 2025, to complete community engagement, but yes, sometimes leaders or neighborhoods or others can get missed in the mix, and so that's one of the reasons that we have additional opportunity in this interim to share information about the projects as needed. So, we can follow up absolutely offline. I just wanted to make sure, for your colleagues, that they also heard that response.

Ms. Molina said yes, thank you for that, Rebecca. You may have even sent that for me. I know you're very responsive, so thank you for that. I think, because I know the level of engagement of this particular East Side community, that's one of the things I asked them about. I'm like, hey, did you talk to Coventry Woods? Literally, the guy who held this seat for three terms, he could throw a rock at this place. So, I want to make sure that we do our due diligence there, and like I said, hopefully it's just a go, but that part we could take offline.

The Carya Pond, so yay, yay and yay, wow, wow, awesome. A LISC partner. The Mayor actually headlined that event with LISC. We were in the room with all of those future and upcoming developers that will be a part hopefully of what our future entails from a development perspective, and to bring two of them into the fold for this particular opportunity is, I believe, outstanding forward-thinking work. Kingdom Development, Harmon Construction, both great partners in the community, actively engaged, just mixed income, just yay, yay, yay, high five, yay. The Chair of the Housing Committee, she brought up a good point about the mixture in our for-sale units and our rental units, so I'll let them, because I'm not a part of that Committee, but I'll stay tuned, to not take up too much time today, to kind of see what the future ideas are about how we execute with this, but like I said, you guys have offered us a very diverse list. Woodford Estates, that's Mark Ethridge and crew. I've already spoken to Mark. I'm really excited to see him take on another endeavor for East Charlotte, where we'll be able to save 228 units

potentially with this particular impact. So, great job there. I will say this, a lot of the residents of District Five in East Charlotte tend to tell me that we get all of the affordable units, and in this case it's not the case. It's literally only three on this long, long list, and we've really diversified where these are in our city. So, I see you guys being forward thinking, I see you using every opportunity to divide these opportunities across districts, with the largest right now actually being in District One, it looks like, but there's still others that are spread throughout. So, for the most part, great job. Look forward to taking the rest of the conversation offline. Thank you both for your work on this.

Ms. Hefner said sure thing.

**Councilmember Ajmera** said well, I have three points. I'd also like to echo the excitement of Mr. Mitchell. Great job, Warren, Rebecca, the entire team for bringing this forward. It's great to see how many proposals we have received, and it's also gotten more competitive than the ones we had seen in the previous years, so it's great to see. I've also seen where the funding investment per unit has gone down significantly, which means we can stretch our dollar further and build more units, so great job on that.

So, three points. One, I appreciated how we have invested heavily in 30 percent AMI or below, because I know there were studies done that showed the need was greatest at 30 percent AMI or below. So, currently we have over 20 percent dedicated to 30 percent AMI or below, that shows we are serving the most vulnerable population. So, kudos to you in really addressing an area that is very difficult.

Second, I echo comments made by my colleagues, in terms of expanding our reach to new partners, new developers, because I hear often that it's the same partner that we've always worked with. Do other developers have a shot? So, it's great to see that we are doing that.

Number three, I have questions about affordability period. It's great to see that we have seen some really 99, 50, that's great compared to what we have seen in previous years. So, one I would highlight is Habitat's proposal that's in District Five, that Councilmember Molina had raised. I think that's great, but I see years of affordability is 15 years, and even the investment per unit is \$51K per unit. Could you speak to that, because I do see another homeownership, which is by DreamKey, where affordability timeframe is double, and the investment per unit is less? So, obviously we want to do more homeownership projects, because that's where residents get an opportunity to build generational wealth. So, if you can just speak to that. I see Habitat team is here. Thank you for all the hard work that you do and bring the proposals forward, and yes, I would like to understand more in terms of that. They have three proposals for homeownership and all three have 15 years.

Ms. Hefner said so, again, there are multiple ways to accomplish affordability and homeownership, and the Habitat model is specific to Habitat. They work with homeowners all the way from the point of interest in homeownership, through getting folks ready, prepared budget wise. Their families actually participate in the activities of creating the homes. So, they have a very specific model, and in this model, the initial affordability period is 15 years. So, that's what we refer to as the resale provision. So, if within that 15 years, the home is sold, then it has to be sold to another household that's also 80 percent AMI, so it remains affordable. The period of restrictions actually extends another 30 years beyond that, meaning that up until the 45 years, so if it's after the 15 and before the 45, then if that home is sold, there's not the resale provision, but there is a right of first refusal, which gives Habitat the opportunity to purchase and recycle, and then restart the affordability period. Also, during that time, the home cannot be used as a rental. So, if it's sold, it has to be sold to another homeowner. Then, the other thing, again, there's not one way better than another, they're two different models, but Habitat typically is, through their model, working to serve households at lower AMI levels. So, if you look at their proposals, they have down to 50 percent in the various proposals. So, there have been times when they served even lower AMI, and that was in times of lower interest rates again. So, there's a lot of constraints in the market there, but they're both good models of homeownership. They create opportunities for building equity for



homeowners. They have deed restrictions to ensure that they can go back to other homeowners at an affordable AMI level in the future, and the goal is really to allow those new homeowners to build equity, and then if they choose to move on from that location, get another household into that opportunity.

Ms. Ajmera said so, Habitat's model is a little bit different than DreamKey's. So, after 15 years, it has to be sold to a homeowner that would qualify. So, would that 15-year period then start again?

Ms. Hefner said yes. I would really like for Warren to help clarify.

Mr. Wooten said thank you, Director Hefner. Councilmember Ajmera, I certainly understand the questioning. Part of the struggle here is just the makeup of the way that we do these slides, because we try to fit everything into the same format, and when it comes to homeownership programs, it just doesn't work very well. Habitat uses a very innovated model that includes a shared appreciation process where over time their client, their buyer, their member, gets more and more equity of that house.

**Councilmember Mitchell left the meeting at 7:15 p.m.**

So, early in the process, Habitat actually captures most of the equity, and the reason that we can't say whether it's going to be 15 or 45 years, is at the time that the buyer decides to sell the home, Habitat comes back in and does a financial analysis on that property to see if they can take that property back over using the shared appreciation, do the renovations again and resell it, and Council's funds have actually been very helpful in helping them recapture more of their homes over time. So, that's why it's very hard to kind of capture this.

All of these models are good depending on the geography or the situation that you're working with. What I really appreciate about Habitat's thoughtfulness is that it really does a good job of balancing affordability and economic mobility. You don't want these members to not be able to benefit from these properties, and so they have this structured in a very specific way, so that the members can benefit, and they can still capture these homes. So, the homeowner may sell at 25, and they'll do the analysis, and say, this is great, we're going to do a resell, and then they'll sell it again and put the same percentage, or they might decide to pass on that just because it's not economically feasible depending on what has happened in that neighborhood. So, providing you a little bit more detail into the model, we'd love to put up there 15 to 45 years, but it's even more confusing than just putting 15 years. So, I hope a little bit more explanation is helpful in understanding their model.

Ms. Ajmera said that is very helpful, Warren. I like how they have come up with this innovative model, where they're sharing that generational wealth that the homeowner has built, because there is an incentive.

**Councilmember Bokhari left the meeting at 7:23 p.m.**

If you are putting sweat equity in it, you should be able to build that generational equity, but also there is an affordability component to it, because we are investing, so it's great to see that.

Lastly, I would also agree, the point Councilmember Molina made about community engagement, especially for these townhomes. I just want to make sure that the community is engaged. I had an opportunity to join Councilmember Molina at their spaghetti dinner. I wouldn't miss that. That's something I miss being At-Large member, because I've attended their spaghetti dinner almost every year, even when I was not invited. I think, because that community is very engaged, we've got to make sure they're part of the process. I know it's a lot of proposals in front of us, but overall, I'm just very impressed with the competitive nature of this package, so great work. That's all I have Madam Mayor.

**Councilmember Graham** said again, let me pay tribute as well to staff. Councilmember Watlington and Mayfield and Shawn, I remember last summer, before we even went to the ballot for the \$100 million, that they were hard at work during the summer putting the strategy together in terms of how the money would be divided up by percentages, and the accounts that we would attack. I think it demonstrates the best of the Council/Manager relationship, how the Council Committee worked with the management team to really come up with a formula that works, and to come here a year later having passed the bonds and now putting it into action. It's a reflection of the work that was done a year and a half ago by the Committee and the staff. So, that goes with acknowledgement that a lot of work has been done to this. So, thank you for your work and your presentation, you and Shawn and staff, and certainly Councilmember Mayfield and Watlington for their leadership. A couple questions. I know we've been here for a while, so I won't prolong it. One of the things I was looking at as you went through the slides was just really the City funding as percentage of the source. Is there a guideline that you guys try to stay into in reference to the percentage of City money goes into the project, and what's those guidelines for me?

Ms. Hefner said I'd like to ask Warren to address that.

Mr. Wooten said so, in previous rounds, you've had cap limits, and we've removed those so that the developers can really compete against one another. So, we haven't put any caps on those types of percentages, because we want developers to be able to bring very intriguing projects. We also have opened up the Housing Trust Fund in the time that I've been here, where you're seeing all sorts of things come in, including your supportive housing developments, which typically require a much more substantial of your investment to get onto the ground. So, what we do now is, we look at the cost per door, and we also look at that over the year of time proposed, as the way that we compare these projects as one factor of our decision making. So, while it's not a hard cap on, we'll only put 10 percent or 20 percent in, it does act as a way to regulate or govern how the most competitive projects get brought up as a recommendation.

Mr. Graham said okay. Then, secondly, innovation. I know that you said that will come in the next round, and I'm glad that you're preserving capacity for future opportunities. I think that makes a lot of sense that we're not spending all the money all at once. So, these projects generally are going to take 18 to 24 months at best to come on the market if everything goes right. Through innovation, is there a way for us to get houses to the market quicker than that? I go back to the whole tiny homes, container homes, those types of innovative solutions, that can get houses on the ground quicker than waiting two years for it to go through its cycle.

Ms. Hefner said yes, absolutely. I mean, we think about innovation broadly, and the way that you all framed that in your housing policy was, bold ideas with potential to scale. So, there are ways to make affordable housing faster. If there are ways to make it less expensive, if there are ways to make it so it serves more people, those are all solutions that we're working to explore. Committee had a great conversation last week about innovation, and gave us some feedback, which included taking a look at some of those opportunities. That could be done with different types of construction. It could be done with different types of construction materials. So, there are a lot of innovations happening all over that we're going to take a look at and bring some additional ideas back to Committee, but there's also a lot of great ideas right here in Charlotte. So, Warren and his team have been cultivating partnerships with industry and academic partners, and really looking for those ways to do more, do it faster, and make it more affordable for residents.

Mr. Graham said what about internally through planning and permitting? I mean, are there things we can do internally to kind of get these projects to the market quicker?

Ms. Hefner said yes, we are always looking for process improvements and opportunities to move the developments through to approvals more quickly. Our staff works very closely with planning. They get engaged right from the very beginning. They do reviews of the proposals even before they come to you. So, we have been working directly with

developers in feedback sessions over the last six months or so. Planning and Housing staff together have been convening folks, and we hear consistently a couple things. Make the permitting faster, so we're exploring some opportunities where we might be able to do that, and then also some additional types of incentives. So, we are exploring both of those things. We just haven't brought a solution forward to you quite yet.

Mr. Graham said okay. I hope that we can explore that, and maybe Council Watlington, as the Committee kind of talks further about to market quicker through planning and permitting. I see a lot of nodding of the heads from some of the end users over here. I think 18 to 24 months, it's a long time. I get it, for construction. So, if we can carve some of the time out from the front end to expedite projects that are coming through Planning for affordable housing to kind of get them to the front of the line, so to say, I think that may be something that we should look at if we can do it legally through a process.

Then, lastly, and I'll be quiet. Two points. The no parking doesn't work, trust me. I got the phone calls from a project in my district. They still will have cars, and they will park their cars on the streets, and then they will call their District Rep to help solve the problem, and I can't, so just as a commercial there. Then, lastly, Brooklyn Village. I hope we proceed with caution, really. I mean, it's been almost a decade that the folks on the 11<sup>th</sup> floor have been working towards this, and we're talking about \$13.5 million, which is our largest allocation for the trust fund. I would love to see this happen. I'm not optimistic about the development team, just based on 10 years of reading news clips. So, certainly I understand the history and the tradition and the legacy and what they're trying to do over there. Proceed with caution. Instead of us convening, maybe they should be convening, inviting us in, to see how we can be a part of this versus us trying to solve their problem that they haven't been able to solve over a decade. So, just a careful warning.

Ms. Hefner said thank you.

**Councilmember Driggs** said I won't keep everybody. I just wanted to know why are there only three nine percent applications? Don't we have more of those, because the hit rate on those tends to be about 50 percent?

Ms. Hefner said so, there are more of them that came forward. So, two of them have been proposed for approval, and then I'd have to go back to the summary, but I think it's three that we have actually recommended for deferral. So, there's two nine percents in the deferral list. Historically, you have approved all of the nine percents across the board, and then taken a wait and see approach with the Housing Finance Agency. Through the new housing funding policy, you are asking a lot of your development partners, and the two on the deferral list are partners that we believe would benefit from additional time to work and refine the proposal. So, it doesn't mean that they missed the nine percent opportunity entirely. It potentially means that they would have to go in the next round of tax credits, which is a year from now.

Mr. Driggs said so, if we're cutting ourselves off from potential rich nine percent deals, should we go back and reexamine. I mean, I see on this big spreadsheet, this one I see three applications, only three. Like I say, those are rich. We want to make sure that we get as much benefit as possible. So, anyway, that's just a question. Thank you.

Ms. Hefner said sure.

**Councilmember Brown** said well, about time. With all due respect, I know everybody has a lot to say when it comes to affordable housing. So, I did take some notes in retrospect of what everybody else has said. So, starting out, I would like to first say thank you to Director Rebecca Hefner and Warren, where'd he go?

Ms. Hefner said he actually has to catch a flight. He just stepped out.

Ms. Brown said that's ok. Then, I also would like to say a huge congratulations to Dr. Watlington, who is our Chair, and Councilmember Mayfield. I know when I ran against

you closely in 2022, you had that out there, and to see it come into this agenda, which is just simply amazing. Mr. Heath, who is one of my favorite people, thank you for all your hard work, and listening to us diligently and trying to work things out. Homeownership for me is absolutely the key. So, I want to shout out Faith Triggs and her team, where I personally went over to see the amazing work that they're doing in my district. I went in my district, because my district is important, and so also Mr. Driggs met me over there, and we were able to see different models and hear different stories. So, anytime we can do homeownership, I'm going to always be onboard for that, simply because I hear the horror stories about renting. It is a waste of money. I know that some people do have to rent to get to where they need to be, which brings me to my next topic. So, Faith Triggs, thank you and your team. You guys are doing amazing work. Those homes are beautiful, and for people to come home to a place that they call their own, I love to see it. So, thank you tremendously. I'm not sure if your superior is here? She's here. She was with you, so I just wanted to let you know, your whole team, that your work is not in vain, and I really appreciate all the hard work that you all are doing over there in my district, and I know you're doing it throughout.

Brings me to, I think there was a proposal in District Five that I saw that I really, really like. For me, seniors are inevitable. We cannot ever leave seniors out, but I would have to go back and defer to my colleague, Mr. Graham, when he said parking does not work. These folks are parking anywhere, everywhere, whenever they want to. So, all we're going to hear is about the tickets that they're getting, the tow companies that are charging these astronomical prices. So, I like to see the variety of what we're doing, but I just don't think that will work, and with our seniors, I definitely want to see us catering to them. I know my mom would not ride the bus. You can have the bus stop outside and blow the horn four or five times, she's not going to come out there and get on it. She's just not going to ride the bus. That's another subject for another day.

Slide four is at the very, very beginning, and it's says, housing story. So, we're looking at a more wholistic focus on residential outcomes, economic mobility, neighborhood affordability, residential stability. That's all good. I love to see that.

I got a lot of phone calls about Brooklyn Village, and so it looks like Brooklyn Village has been put on a deferment list, and we're saying proceed with caution on Brooklyn Village. I would like to get more information about the deferment and what we're proceeding with caution about. In that area, historically, like the Bethlehem Center, which is very near and dear, not just to me, but to some other people, we didn't know that it didn't sell until, I think I was told, in December 2024.

Ms. Hefner said across the street from Brookhill.

Ms. Brown said across the street from Brookhill, all tied together, though, the community, the historic site. It's in close proximity where the folks in Brooklyn Village fluent that Bethlehem Center, and it was demolished, and so, I didn't know about that. I know that you made a decision in City Council in 2020, but I wasn't here, but I'm here now. So, it's only right that I ask about it, and tie it into the historic site. So, Brooklyn Village is definitely something that I'm cheering for to move forward. Ninety-nine years will serve for generations and generations to come. For me, and what I see and what I hear from a lot of people is bright, shiny, and new. That is awesome. I love to see nice buildings going up, but I also can go to a city like Philadelphia, and see historic sites where there's small business owners, rows and rows and rows of them, rows and rows of historic buildings that are still standing. So, I'm a number one contender for that. In Brooklyn Village, my grandmother, my mom, everybody lived in Brookhill in Southside. So, I'm definitely going to fight with them. When we say proceed with caution, I'd just like to know what that means, because that's historic, and it may have been on the table for decades, and we may have been talking about it for decades, but we just need to do the right thing by the City, the community, not just this City Council, but the Council before this Council, the Council that's going to come after this Council. We just need to make some real sound decisions and do the right thing for a change.

Ms. Hefner said and just as a point of clarity, Brooklyn Village is proposed at a site Uptown, historically the site of the Brooklyn community. This is the parcel along Brooklyn and Alexander there where it's the Bob Walton Plaza that was recently demolished.

Ms. Brown said yes, I know about Walton Plaza, yes, okay, alright. So, I want to go down to slide number 26. That's the Hideaway at Kingspark, which ties into what I just said about Brooklyn Village. You made a point of clarification right there, so if I made a mistake, I stand to be corrected, but let's talk about the Hideaway at Kingspark. It's up against another great project, which I'm happy to see that, but as a district rep, of course I'm going to be pulling for things that are in my district. I was elected by the people in District Three for a reason, to represent them, to be the voice, to stand courageously, and when something comes up that looks like it's going to be enticing for them to stay in their community. Again, history, wiping everything out. I don't want to see that. I do vote on a lot of development projects that are bright, shiny, and new. I would also like to vote on projects that could add history, instill value into our community.

So, with that being said, I really appreciate all of the work that you and the team have done. It speaks volumes of your hard work, your dedication, your commitment, because again, it's very, very competitive, but you've taken it and you've dissected it, and you've brought back some very, very competitive good information to us. I always would like to say that our history is disappearing in the City, it really is. I welcome all new people. People call me a unicorn when they see me, but at the end of the day, we need to try to hold onto as much history as we can in the City. Everybody is selling everything, everything is being knocked down, and I'm just not with it. That's not something I support. So, thank you so much.

Ms. Hefner said thank you.

Mayor Lyles said okay. I cannot believe that we've gotten all of this good information out and all of the good feelings that we have. I think, Ms. Brown, as you said it, let's just get this done. Let's just do our good work. So, that is the end of our program on the housing process, and I want to say thank you, and please feel free to contact anyone of the team members on this, because there's a lot of good information. If you need it, they've got it. So, let's keep going.

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## **PUBLIC HEARINGS**

### **ITEM NO. 8: PUBLIC HEARING ON THE HOUSING AND COMMUNITY DEVELOPMENT FISCAL YEARS 2026-2030 CONSOLIDATED PLAN AND FISCAL YEAR 2026 ANNUAL ACTION PLAN**

There being no speakers, either for or against, a motion was made by Councilmember Driggs, seconded by Councilmember Anderson, and carried unanimously to close the public hearing on the Housing and Community Development proposed Fiscal Years 2026-2030 Five Year Consolidated Plan and Fiscal Year 2026 Annual Action Plan.

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### **ITEM NO. 9: PUBLIC HEARING ON SECTION N108 LOAN GUARANTEE APPLICATION**

There being no speakers, either for or against, a motion was made by Councilmember Driggs, seconded by Councilmember Anderson, and carried unanimously to close the

public hearing regarding the City of Charlotte's application to the U.S. Department of Housing and Urban Development's Section 108 Loan Guarantee program.

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**ITEM NO. 7: CLOSED SESSION (AS NECESSARY)**

Motion was made by Councilmember Watlington, seconded by Councilmember Anderson, and carried unanimously to go into closed session pursuant to North Carolina General Statute 143-318.11(a)(3), to consult with the City Attorney to preserve the attorney/client privilege in the matter of Claim Number VACC-137163, and North Carolina General Statute 143-318.11(a)(10), to view recordings released pursuant to North Carolina General Statute 132-1.4(a).

The meeting was recessed at 7:46 p.m. for a closed session.

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**ADJOURNMENT**

The meeting adjourned at 8:21 p.m. at the conclusion of the closed session.

  
Stephanie C. Kelly, City Clerk MMC, NCCMC

Length of Meeting: 2 Hours, 36 Minutes  
Minutes completed: May 6, 2025