



FY22 AFFORDABLE HOUSING SERVICES PROGRAM REALLOCATION FOR PROPERTIES MASTER PLANNING

April 19, 2022



OVERVIEW

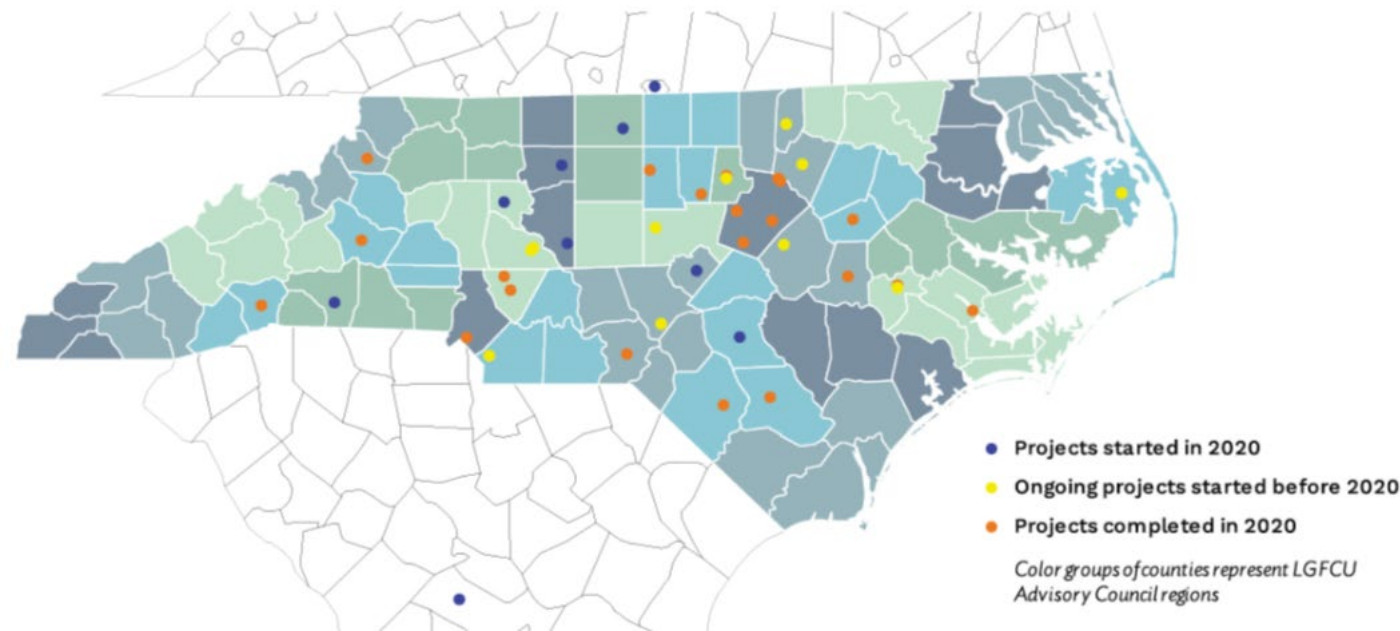
- **Strategic Alignment:** Development of county-owned and identified properties supports meeting Buncombe 2025 Strategic Plan, Racial Equity Action Plan, & Affordable Housing goals.
- **Commission Goals:**
 - **Vibrant Economy Goals:** Implement land use strategies that encourage affordable housing near transportation and jobs; Increase total employment in target industries
 - **Resident Well-Being Goal:** Expand and maintain cultural and recreational assets.
 - **REAP Goals:** Improve housing outcomes for the most impacted communities; Improve wellness / recreation outcomes for the most impacted communities
 - **Affordable Housing Goals:** Increase the supply of affordable housing for rent and homeownership
- **Master Development:** Work with a partner to support master planning efforts.



OPPORTUNITY: CONTRACT WITH DFI

UNC School of Government Development Finance Initiative (DFI)

“Partners with local governments to attract private investment for transformative projects by providing specialized finance and real estate development expertise”



TOTAL PROJECTS

	2020	Overall
TOTAL	20	167
ALL DFI projects	16	131
All class projects	4	36

PROJECTS IN NORTH CAROLINA

by community size

	2020	Overall
>50,000	3	30
<50,000	6	43
<20,000	9	73
<2,500	0	17

by Tier

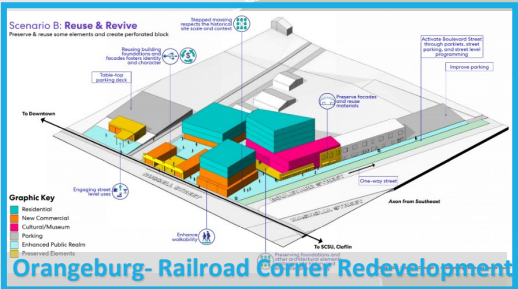
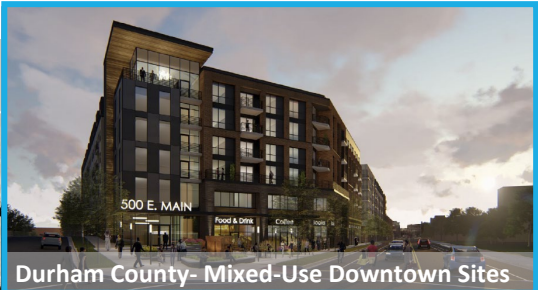
Tier 1	4	48
Tier 2	7	63
Tier 3	7	52

by distress level

Severely distressed	9	105
Distressed	4	23
Not distressed	5	35

DFI PROJECTS HAVE LED TO MORE THAN
\$160 MILLION
 IN PRIVATE INVESTMENT IN OUR COMMUNITIES AND COUNTIES.

DFI PROJECTS SINCE 2011



WHY DFI?

Experience

- Working in NC and with affordable housing projects; does not require significant ramp up time
- Has engaged in 100+ projects of varying size/scope in 70+ communities throughout NC
- Ongoing support to local government throughout the process and to development agreement

Timing

- DFI is a unit of government—the procurement process does not require formal bidding
- Scope of work seeks to deliver a master development solicitation within 1 year of initiation

Cost Efficiencies

- Packaging Ferry Road and Downtown Properties = Economies of Scale
- DFI works "at risk"—only receives full payment when development agreement secured
- Identifies right support at right time: site planning expertise (architect, engineer), additional site preparation expertise (land survey, soil sample), etc.



FERRY ROAD PREDEVELOPMENT SERVICES

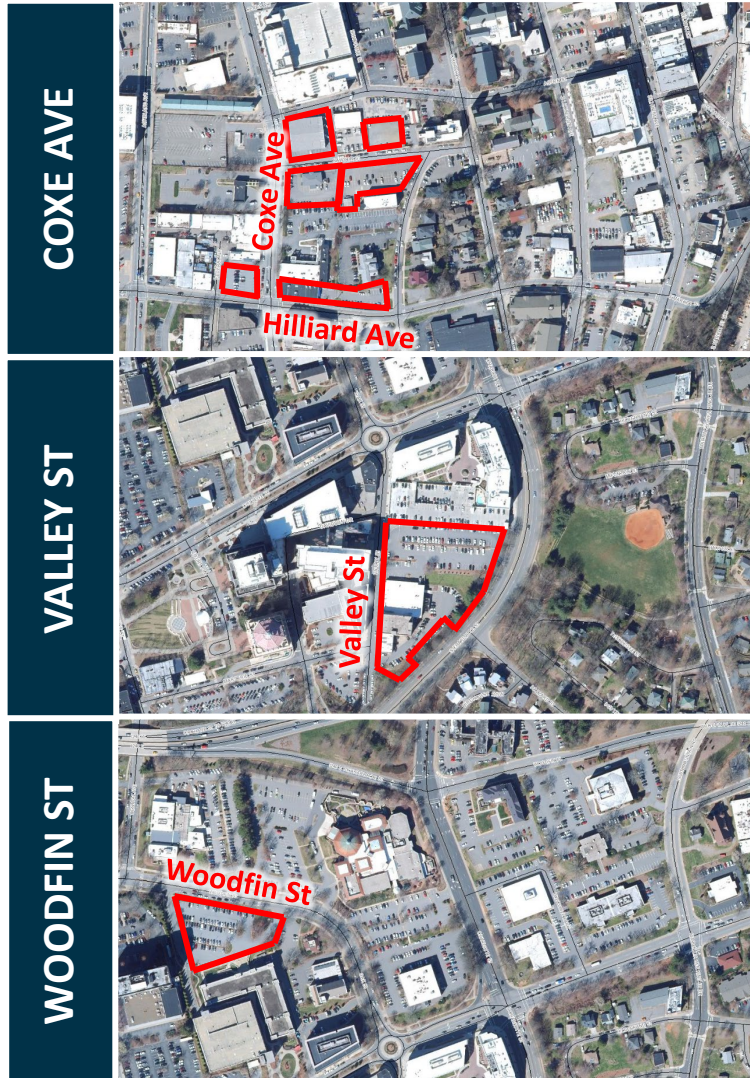
DEVELOPMENT & CONSERVATION SUITABILITY ANALYSIS



Scope of Work Overview

- **Cost:** \$137,400
- **Period of Performance:** 12 months
- **Property:** Ferry Road site
- **Deliverables:**
 - Master Development Agreement
 - Request for Proposals
 - Market Analysis

AFFORDABLE HOUSING FEASIBILITY STUDY



Scope of Work Overview

- **Cost:** \$83,500
- **Period of Performance:** 12-24 months
- **Properties:** County identified sites including county-owned downtown properties

- **Deliverables:**

Phase 1: Sites Assessments

- Prioritizing list of properties with recommendations

Phase 2: County Selects Two (2) Sites & Move Forward With:

- Preparing financial models
- Proposing private development programs
- Solicitations for developments
- Development agreements



MASTER PLANNING FOR PROPERTIES REQUEST FOR BOARD ACTION

- Reallocate \$220,900 in FY 22 AHSP funds to support the \$137,400 Ferry Road Predevelopment Services contract and \$83,500 Affordable Housing Feasibility Study contract; and
- Direct staff to move to contract with DFI

