

## Mayor's St. Paul's Advisory Committee

### Meeting Minutes

**Date of Meeting:** May 16<sup>th</sup>, 2023

**Minutes Prepared By:** Ha Chau, City of Norfolk

**1. Purpose of Meeting:** To provide updates and receive feedback on the project, including quarterly snapshot, SPAC People First Subcommittee update, review of Right to Return policy and development update.

### 2. Attendance at Meeting

Mr. Alphonso Albert – present	Mr. Bruce Brady – present	Ms. LaEunice Brown – present	Ms. Ebony Burnham – absent
Rev. James Curran – absent	Ms. Regina Daye – absent	Ms. Cazandra Ferguson – absent	Mr. William Harrell – absent
Pastor Kirk Houston, Sr. – absent	Ms. Deirdre Love – absent	Mr. Don Musacchio – absent	Councilperson John Paige - present
Dr. Glenn Porter – present	Councilperson Danica Royster – present	Ms. Tara Saunders – present	Mr. Kevin Murphy - present
Mr. Christopher Tan – present	Mr. Travis Barnes - present	Dr. Doreathea White – absent	

### 3. Agenda

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|--|-------------|
| <b>I. Welcome</b>  | <b>6:00</b> |
| <ul style="list-style-type: none"><li>○ Barbara Hamm Lee, SPAC Liaison</li><li>○ Councilwoman Danica Royster, Co-Chair</li><li>○ Councilman John Paige, Co-chair</li></ul> |             |
| <b>II. Quarterly Snapshot</b>  | <b>6:05</b> |
| <ul style="list-style-type: none"><li>○ Nicole Brown, USI</li><li>○ Pamela Jones-Watford, NRHA</li></ul>   |             |
| <b>III. SPAC People First Subcommittee Update</b>  | <b>6:20</b> |
| <ul style="list-style-type: none"><li>○ Chris Tan, Subcommittee Chair</li></ul>  |             |
| <b>IV. Review of Right to Return Policy</b>  | <b>6:25</b> |
| <ul style="list-style-type: none"><li>○ Pamela Jones-Watford, NRHA</li></ul>   |             |



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#### V. Development Update 6:45

- *Matt Hacker, Franklin Johnston Group*
- *Angie Lombardi, Franklin Johnston Group*
- *Brad Peters, Brinshore*

#### VI. Open Discussion 7:05

- *SPAC members*

#### VII. Adjournment 7:30

### 4. Meeting Notes, Decisions, Issues

#### I. Welcome 6:00

- *Barbara Hamm Lee, SPAC Liaison*
  - *Councilwoman Danica Royster, Co-Chair*
  - *Councilman John Paige, Co-Chair*
- Ms. Hamm Lee welcomed everyone to the May meeting. She thanked the committee members for their continued commitment to the progress. She also noted that Dr. Susan Perry and Marcia McGill sent their regrets due to family issues and would not be able to join the meeting.
  - Councilwoman Royster expressed her gratitude for everyone's attendance and their ongoing participation. She stressed the importance of the committee's work and shared her passion for its purpose, which revolves around making intentional impacts on individual lives. She encouraged everyone to remain active, keep telling their stories, and keep asking questions to facilitate healthy dialogues, as this will ensure continuous improvement and adaptation in pursuit of the committee's objectives.
  - Councilwoman Royster also showed appreciation for Mr. Tan for hosting the meeting and urged everyone, if they hadn't already, to sign up with Mr. Tan to support their local Foodbank. She emphasized the vital role the Foodbank plays in the City of Norfolk and throughout South Hampton Roads, helping families in need, and urged everyone to support such community institutions.
  - Councilman Paige expressed gratitude for everyone's efforts and hard work in addition to Councilwoman Royster's opening remark.
  - Ms. Hamm Lee started the roll call and announced that Ms. Brown from USI and Ms. Jones-Watford from NRHA would provide the committee with a quarterly snapshot.

#### II. Quarterly Snapshot 6:05

- *Nicole Brown, USI*
  - *Pamela Jones-Watford, NRHA*
- Ms. Brown greeted everyone and emphasized that while the team's work with the families of Tidewater Gardens may seem straightforward, it represents significant effort and dedication. Each data point corresponds to a household and indicates the progress being made towards stability and thriving. In response to SPAC's request, she presented a format similar to the dashboard used by NRHA



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during relocations. The intention is to provide clear, transparent information and ensure that the community is adequately supported. Ms. Brown invited questions and feedback to improve the service.

- Ms. Brown provided the employment data. A quarterly review was conducted spanning a three-month period as this consistent data tracking aligns with the reporting obligations to HUD and the CNI. She presented that a review of Quarter 4 (2022) was conducted, which covered the last three months of the year (October, November, and December). During this quarter, 12 new jobs were secured by our residents. The first quarter of 2023 (January, February, March) was then discussed. A significant increase in employment was noted, with a total of 29 new jobs for our residents (see the attached slide).
- Ms. Brown stated that the seasonal nature of job trends was discussed, noting the lower hiring rates during the holiday season but a surge in new jobs in January. Concerns over job retention were raised. While new jobs are being secured, it was observed that some families are also losing their jobs. Factors such as soft skills and transportation issues were discussed as potential causes. A specific case was shared of a resident who secured a job in Virginia Beach but faced serious transportation challenges. As a result, alternative employment opportunities were being sought for him that aligned with transportation availability. Ms. Brown concluded by stating the intention was to report the first quarter numbers, especially highlighting the measures taken to accommodate residents' transportation needs. She requested to move to the next slide in the presentation.
- Councilwoman Royster asked about the sources of employment for the residents. She inquired whether most of the jobs are coming through the Hampton Roads workforce or if they are primarily from established strategic partnerships.
- Ms. Brown responded to the Councilwoman's question, noting that job procurement is a combination of resources, including the Hampton Roads workforce and strategic partnerships. She credited their workforce specialist for playing a key role in the community, engaging potential employers, and preparing residents for job opportunities. Ms. Brown mentioned the success of their Workforce Specialist in supporting residents with resume preparation, job interviews, and other job-related skills. She further mentioned an incentive program that encourages attendance in their classes by offering financial benefits. The organization also hosts employment opportunities where partners and agencies come in to speak directly with residents seeking employment. She mentioned an upcoming session with a specialist from the Hampton Roads Health Center who will guide the residents on effective interviewing skills. A significant part of the job placement strategy includes reaching out to parties to inquire about available opportunities and establish relationships.
- Ms. Brown then transitioned to discussing the average annual income of the residents. The initial average annual income of the families was between \$10,000 to \$14,000 but has since increased to an average of \$24,672 as of the first quarter (see the attached slide). This increase in average income was partly attributed to finding employment opportunities that offer more than the minimum wage. In light of the recent minimum wage increase to \$12, the team called every employed family to ensure they were aware of the raise and understood how to read their pay stubs.
- Ms. Brown then highlighted the importance of providing high-quality jobs to support their families and maintaining supportive services linkages. The organization also acknowledges that individual circumstances play a significant role in employment readiness and success. They consider factors such as family issues and other personal circumstances that might affect a resident's ability to secure and



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maintain employment. Their approach includes working with the entire family unit to provide comprehensive support and recognizing the interconnectedness of personal life and work life.

- Councilwoman Royster inquired whether the organization also offers job placement assistance to residents who are high school age and interested in finding employment.
- Ms. Brown responded to the Councilwoman's inquiry, confirming that USI has been attempting to provide job placement assistance for high school-aged residents, starting with their network leaders. She highlighted the challenges faced in this regard, such as the requirement for teacher recommendations. USI had to engage with teachers directly due to their busy schedules, which delayed the recommendation process. Ms. Brown emphasized the need to reassess such requirements that might create barriers for young residents seeking employment. She concluded that USI's education specialist and workforce specialist work together to assist young residents in seeking part-time employment.
- Councilwoman Royster suggested that the organization should consider the challenges and barriers discussed in their approaches, including the timeline constraints and the competitiveness of certain programs. She brought up the NextGen program offered by Hampton Roads Workforce, which has had similar challenges. Specifically, delays in obtaining required documents, such as letters of recommendation, can often lead to missed deadlines. Councilwoman Royster emphasized the need to address these issues to support young adults and children who are eager to work and participate in these programs.
- Dr. Porter asked how the average annual income is calculated.
- Ms. Brown explained that the average annual income mentioned earlier represents earned income from the able-bodied population, which typically includes the head of household and any working adults in that household. She clarified that the calculation does not include families' disability income, children's income, or other forms of non-earned income.
- Mr. Tan clarified his understanding that the figures were not for individual average income but rather for the entire household.
- Ms. Brown confirmed Mr. Tan's understanding, adding that the figure presented was the average income for the working population as a whole.
- Mr. Tan expressed concern over the income figure, suggesting that it was not a substantial amount in today's economy.
- Ms. Brown acknowledged Mr. Tan's concerns but emphasized that they had to look at the progress from where they started. She discussed the demographics they were working with, many of whom had a high school level education and were working in service jobs. While acknowledging that the current average income might not be a living wage for everyone, she highlighted that they were encouraging households to seek higher-paying employment and that the current figures were a step in the right direction.
- Councilwoman Royster asked whether the average annual income calculation included both full-time and part-time employed individuals.
- Ms. Brown responded that both part-time and full-time employed individuals are included in the average annual income calculation. She further noted that there may be some individuals with two jobs.



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- Councilwoman suggested that the data could be more informative if it displayed the percentage of households with full-time versus part-time employees. She noted that childcare responsibilities may be a potential barrier to full-time employment.
- Ms. Brown agreed to provide a breakdown of full-time and part-time employment among households. She also added that some families may choose to work part-time to maintain eligibility for certain benefits. She emphasized the importance of not only increasing income but also helping families to manage their new financial situation and understand the long-term benefits of earning a higher income. She reiterated their efforts to educate families in these areas.
- Mr. Albert inquired about the working number they have for a livable wage.
- Ms. Brown confirmed that it is \$18/hour.
- Ms. Brown continued with her presentation as she elaborated on the types of support services they offer to residents (see the attached slide). She pointed out that the financial assistance requests are consistently high due to families transitioning to Assisted Tenant-Based Programs from public housing and now being responsible for utilities, a new responsibility for many. She also highlighted the increased need for food assistance in quarter four due to the holiday season, and how they partnered with the Foodbank to provide food packages to households. Ms. Brown also mentioned that the demand for food assistance in quarter one wasn't as high because many families still had their Supplemental Nutrition Assistance Program (SNAP) benefits. She then spoke about the focused effort on early education, collaborating with local institutions to secure quality program slots for the children. Finally, Ms. Brown discussed the various other types of support offered, including providing school uniforms and participating in programs like Toys for Tots. She also mentioned the upcoming uniform drive, inviting members to support this initiative.
- Ms. Saunders asked whether Tidewater Community College (TCC) and Norfolk State University provide pre-K slots free of charge, similar to the city of Norfolk.
- Ms. Brown said that she would verify this information with her education specialist. She mentioned that in case of any gaps, they use their available funding to ensure children can access these programs, and they also assist families with the application.
- Ms. Brown then gave an overview of the Barrier Removal Assistance Requests (see the attached slides). She highlighted that in the fourth quarter, they assisted 12 households with a total expenditure of \$26,397.25. The funds were used for utilities, security deposits, rental arrears, childcare assistance, temporary housing, and secondary moves. She also mentioned the need for a policy on secondary moves to promote stability for families. In addition, Ms. Brown shared a situation involving household damages, indicating that nine landlords received incentives due to damages beyond the acceptable limit. She emphasized the importance of household engagement and described their process of interacting with families, which includes in-person visits, phone calls, emails, and text messages. The frequency and extent of engagement depend on each family's unique situation. She also discussed their upcoming community events, including their "Happiness Starts at Home" meetings and a "High School Senior College and Career Day". She shared an exciting update about a student who received a Fulbright scholarship and their plans to support her.
- Ms. Hamm Lee acknowledged Ms. Brown's thorough presentation and expressed gratitude. Recognizing the importance of providing comprehensive information, Ms. Hamm Lee invited SPAC members to contribute by suggesting additional categories they would like to see included in the



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dashboard and future reports. Transitioning to the next agenda item, Ms. Hamm Lee invited Mr. Chris Tan to provide a concise update on the activities and progress of the People First subcommittee.

#### **III. SPAC People First Subcommittee Update**

**6:20**

○ *Chris Tan, Subcommittee Chair*

- Mr. Tan provided a brief update on the SPAC People First subcommittee. He stated that the committee held a meeting on May 3rd at 1:00 PM to discuss important topics related to temporary moves and short-term lodging. Unfortunately, due to scheduling conflicts, he and several others were unable to attend the meeting. Mr. Tan announced that a follow-up meeting is scheduled for May 22nd at 9:00 AM, during which the subcommittee will further address the issues of temporary moves and establish policies concerning short-term hotel accommodations.
- Ms. Hamm Lee noted that the committee had already submitted a set of recommendations to the city. However, two new issues arose that needed the full committee's attention. She assured everyone that once the committee reconvenes to address these matters, a comprehensive report will be prepared. Ms. Hamm Lee mentioned that they aim to present the report next month. Shifting the discussion to the next agenda item, she introduced Ms. Pamela Jones-Watford to provide a review of the Right to Return policy.

#### **IV. SPAC People First Subcommittee Update**

**6:20**

○ *Pamela Jones-Watford, NRHA*

- Ms. Jones-Watford greeted the committee members and emphasized their commitment to putting people first, similar to Ms. Brown's earlier statement. They explained that when residents experience an increase in income, NRHA does not immediately raise their rent. Instead, the rent adjustment is made during the next annual reexamination.
- Moving on to the Right to Return policy, it was highlighted that the policy guarantees all former Tidewater Gardens residents who desire a home in the new community the opportunity to return (see the attached slides). The policy requires residents to have met the requirements and have resided in Tidewater Gardens as of February 29, 2019. Detailed information about the policy can be found on both the city and NRHA websites.
- Ms. Jones-Watford highlighted the ongoing support provided by People First to residents during the leasing process, aiming to eliminate barriers and prevent negative outcomes. She then outlined the eligibility criteria for the right to return, which include residency in Tidewater Gardens as of February 28, 2019, and compliance with lease terms. Residents must



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demonstrate their ability to pay rent, have no outstanding debts with NRHA or other housing authorities, refrain from criminal activity, establish utilities in their name, and have not been terminated or evicted from public housing or the Housing Choice Voucher program. Income limits for household composition should also be adhered to.

- Ms. Jones-Watford noted that the policy document is accessible on the NRHA and city websites for further reference and invited any questions from the attendees.
- Ms. Brown added that the efforts made by People First to address various challenges faced by families during the right to return process. She emphasized the importance of assisting families in resolving outstanding utility balances and ensuring that they are not burdened with utility bills upon their return. Ms. Brown mentioned the collaboration between People First and NRHA to address issues and prevent terminations. They strive to work closely with landlords and residents to find resolutions before reaching the point of termination, even in cases of lease violations. She emphasized the importance of supporting landlords and maintaining positive relationships with them. Ms. Brown mentioned the availability of landlord incentives, such as the \$2,000 offered for damages, to incentivize cooperation. She also stressed the significance of addressing behavioral issues and promoting positive changes in residents' behavior, even after their return to the new community.
- Ms. Jones-Watford explained the return sequence for families who will be selected to return to the property during the re-occupancy period (see the attached slides). The priority for selecting residents is based on the date and time at which replacement units will be offered. Priority one is given to Tidewater Gardens residents and residents as of February 28, 2019, who resided in the area designated for phase one. Priority two is for Tidewater Gardens residents and residents from February 28, 2019, who resided in the area designated for phase two. The phases refer to the demolition phases of the property. Moving down the sequence, priority five is for newly created households resulting from family splits when families moved out of Tidewater Gardens and decided to split their family due to an adult child now being eligible, with each member receiving their own voucher. The designated phases for each priority are taken into consideration. Once the property becomes available, a waiting list is opened, and families are informed in advance. The waiting list remains open for 45 days to allow Tidewater Gardens residents ample time to apply. After applications are received, eligibility is determined, and referrals are submitted to the actual community based on the waiting list.
- Councilwoman Royster asked a question regarding the sequence of returning residents. She inquired about whether there would be any exceptions to the sequence, particularly for senior residents.
- Ms. Jones-Watford clarified that senior residents in the first building would fall into a different category and would be an exception to the general sequence.



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- Mr. Tan mentioned that some residents qualify and are ready to move into the new property. However, he asked about a scenario that these residents still have an existing lease on their current property, for which they owe nine more months of rent.
- Ms. Jones-Watford responded that, as Ms. Brown's earlier statement, the funding provided by the city helps pay landlords for the early release of leases.
- Dr. Porter inquired about the status of seniors in phase one, phase two, and phase three of the project.
- Ms. Jones-Watford clarified that seniors have the option to apply for the Kindred senior facility, and those who choose to do so will be given priority in that phase. However, some seniors may prefer not to live in a senior environment.
- Ms. Brown mentioned that USI is currently preparing for seniors aged 62 and older who wish to return to the new facility. They want to ensure that these families are ready to go when the waitlist opens. They have provided them with document portfolios to organize their paperwork, and when the waitlist opens, the case managers will assist the seniors in completing the applications. The process will be made as easy as possible for the seniors, and the staff will be there to support them throughout the application process.
- Ms. Hamm Lee thanked Ms. Brown and Ms. Jones-Watford for the update and requested the representatives from the Franklin Johnston Group, Mr. Matt Hacker and Ms. Angie Lombardi, to provide information regarding the leasing strategy and schedule for the St. Paul development.

#### **V. Property Management & Leasing Update**

**6:45**

- *Matt Hacker, Franklin Johnston Group*
- *Angie Lombardi, Franklin Johnston Group*
- *Brad Peters, Brinshore*
- Ms. Lombardi, Vice President of Marketing at the Franklin Johnston Group, introduced herself and Matt Hacker, Senior Vice President of Property Operations. She highlighted their company's expertise in property management and development, with over 100 years of collective experience in the industry. The Franklin Johnston Group is committed to excellence in building communities, whether they are market-rate or affordable properties. They currently manage over 160 communities along the East Coast, totaling 25,000 units, and have developed 40 properties with 10 more in progress. Ms. Lombardi mentioned that Chris McKee, the company's president, was not present at the meeting. Angie Lombardi also introduced Megan Kovacevich as their portfolio manager and, Marlin Lizano as the community manager, Jasmine Brown is the assistant community manager. They emphasized the importance of their team and their experience in dealing with similar projects.



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- Mr. Hacker clarified that although their company may appear large, their focus is primarily on Hampton Roads. Virginia is their home base, and they take pride in their work in the state. They introduced Marlin Lizano and Jasmine Brown as key members of their team who were identified early on to oversee the leasing function of the property. They mentioned their plan to add more team members, including a leasing consultant, maintenance staff, and a full-time housekeeper. They explained that their office is conveniently located near the property, with functioning office space in both buildings, but they will primarily operate from Block 20 due to the larger space available.
- Ms. Hamm Lee asked if the team would manage both buildings.
- Mr. Hacker provided an overview of the phased development approach for Kindred, comparing it to previous projects like Riverside Station. He highlighted that Kindred consists of Reunion Senior Living and Origin Circle at Kindred. The key focus is on meeting the timeline, with the target for the first events at Block 19 or Reunion Senior Living at Kindred set for mid-October, subject to construction progress. Qualifying residents will begin in mid-July, considering the requirements for project-based vouchers, housing choice vouchers, and tax credits. To ensure eligibility, applicants cannot be qualified outside of 120 days prior to the move-in date. The team aims to identify suitable candidates within 100 days of the anticipated move-in, prioritizing those who are flexible and able to transition in the initial round. This process will be conducted in collaboration with the housing authority and involve thorough evaluation and timely placement of approved applicants based on their current circumstances and scheduling constraints.
- Councilwoman Royster inquired about the provision of on-site housekeeping services mentioned earlier. She sought clarification on whether these services are outsourced through subcontracting or if they are handled internally by the company.
- Mr. Hacker confirmed that they would be hiring staff for on-site housekeeping services.
- Councilwoman Royster stated that she suggests the company comply with the goals of minority development participation and provide subcontracting opportunities. She emphasized the importance of meeting the city's goal.
- Mr. Hacker responded that if at their affordable sites in Norfolk, Virginia Beach, and Suffolk, most of the employees working for them would align with the expectations for minority development participation.
- Mr. Albert expressed his disappointment and concern regarding the company's reputation and commitment to minority participation. He mentioned receiving negative reports about the company, stating that they have been on record saying they are not in favor of it. Mr. Albert emphasized the importance of using this opportunity to create opportunities for minority businesses and acknowledged the historical lack of economic inclusion for minorities. He expressed his personal disappointment and mentioned that he had heard similar sentiments from others who have worked with the company or have knowledge of their practices. Mr. Albert highlighted the importance of doing what is right for the community and expressed his concern about the company prioritizing personal benefits over community welfare.
- Mr. Hacker acknowledged Mr. Albert's concerns and expressed his uncertainty in addressing the issue at hand. He mentioned that providing good quality, affordable, and clean products is their everyday



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goal. He emphasized that the units they are building in collaboration with the city will have exceptional amenities and finishes that surpass their previous affordable buildings. Mr. Hacker expressed his hope that their actions and the efforts of their team will help lead to success. He reassured Mr. Albert that they are committed to supporting and serving the residents and encouraged him to inform them if he hears anything or if there is anything they can do to improve the situation. Mr. Hacker concluded by expressing their desire to contribute to the success of the area and the development plan.

- Councilwoman Royster mentioned that it is important to work with the Department of Housing and Community Development and other relevant departments to ensure achieving the MWBE goals. She also highlighted the importance of obtaining Vendor fair information for the project.
- Ms. Hamm Lee stated that the Vendor Fair is on the 25<sup>th</sup> of next week from 4 pm to 6 pm at Attucks Theatre (the flyers were provided).
- Mr. Hacker expressed gratitude for the information shared and conveyed the team's plan to attend.
- Councilwoman Royster emphasized the importance of evaluating companies based on their alignment with the project's objectives. This includes assessing whether a company meets the necessary criteria and has the potential to contribute to the City of Norfolk's goals in terms of diversity, equity, and inclusion. She emphasized the significance of providing opportunities to individuals from the community who can make a meaningful impact rather than solely focusing on cost considerations.
- Councilwoman Royster reiterated her commitment to promoting not just equality but also equity and economic development, particularly in contracting, development, and subcontracting spaces. To foster a sense of comfort and confidence within the committee, she suggested the need to share actionable strategies for achieving these goals. Councilwoman Royster emphasized the importance of moving beyond generic posts and advertisements. This approach will effectively address the concerns raised by committee members, including Commissioner Albert, by explicitly stating the goals to be achieved and presenting a comprehensive plan of action.
- Councilman Paige expressed his willingness to provide assistance and support, particularly regarding inclusion efforts. He acknowledged that perspectives on inclusion may vary between individuals from outside the community and those within it. Councilman Paige offered his help in navigating these differences and finding ways to progress toward a more inclusive system. He encouraged Franklin Johnston Group to reach out to him to discuss opportunities for collaboration and explore potential adjustments that may be necessary.
- Mr. Hacker stated that the team would reach out to Councilman Paige and Councilwoman Royster separately to share their plan for feedback before presenting to SPAC.
- Mr. Hacker also added that the phone number provided is the same for buildings. However, there are two different email addresses in order to track online contacts separately (see the attached slides). Mr. Hacker clarified that the same phone number is used for all advertising efforts, including billboards. He mentioned that a list is currently being actively compiled by Marlon Lizano and Jasmine Brown. Additionally, Mr. Hacker referenced an earlier discussion about the right to return, stating that he will start sharing a list of individuals with Ms. Brown this week. Ms. Brown will then prioritize the rights of those on the list. This proactive approach will allow them to identify and confirm the rights of individuals in advance, including those who have already contacted them and meet the criteria for



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reserved rights. Mr. Hacker mentioned that they might also encounter individuals from outside the area who have no power of return but are interested in relocating downtown or moving to the area from out of town.

- Ms. Lombardi stated that the websites and email address are now live, and the phone number is fully operational. She asked the committee to guide residents toward those resources.
- Mr. Hacker mentioned that the lease-up time for both buildings is 30 days different to avoid simultaneous work on both buildings. Moreover, he presented the pre-leasing information with the required documents for the application (see the attached slides).
- Councilwoman Royster raised a question about whether the pre-lease requirements also apply to former Tidewater Gardens residents. She sought clarity on requirements such as pay stubs, the \$200 holding fee, and the \$35 application fee per applicant. She also asked which entity would cover these costs.
- Mr. Hacker stated that this is a general application, not specifically to the Tidewater Gardens residents.
- Mr. Peters started his presentation by saying that they are managing two phases that are deep into the development process: Block 17 and 18 and Tidewater Garden Phase A. Block 17 and 18 consist of 140 units, and the aim is to close on this in July. This process entails entering the Virginia Housing queue and presenting before the loan committee. Their goal is to be included in the June bond issuance, which packages tax-exempt bonds, essential for their 4% tax credit. This inclusion would set them up for an end-of-July closure date. He acknowledged that construction timelines could fluctuate, but this is the current projection for the 140 units in Blocks 17 and 18. Moving on to Tidewater Gardens Phase A, which is also consolidated into a single deal, they target a year-end closing. This follows a similar trajectory to Blocks 17 and 18, with efforts commencing in late September for an October bond inclusion. The closing timeline for Phase B is still under consideration, split into two separate deals. The team has already filed a 9% tax credit application for Phase B1 and is awaiting feedback. If selected, a 4% tax credit application for Phase B2 will follow, potentially consolidating these two deals around May 2024. Mr. Peters noted that design work is complete for Blocks 17 and 18 and halfway through Phase A. Phase B design is still ongoing. He concluded his update by offering to share more information if needed.
- Ms. Brown asked if there are larger units that are intended to cater to families with more members.
- Mr. Peters responded to the query about larger units, confirming that such accommodations will be available in both Phases A and B. He emphasized that these larger units would be evenly distributed across both phases.
- Councilwoman Royster requested a count of the larger units planned in Phases A and B to better manage expectations among the larger families. She expressed the necessity for this information, particularly when People First is working with these families. She stressed that as people begin to see movement, they will question why they haven't been allocated a unit yet. She proposed that this information could help set timelines and build anticipation among waiting families.
- Mr. Peters agreed and suggested that he could send this information via email to Ms. Marcia McGill, who would then forward it to the councilwoman.



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- Mr. Matel mentioned that they had already shared data earlier in the spring detailing the distribution of bedrooms across each phase. He offered to resend this information to the committee, providing a detailed breakdown for better understanding and planning.

#### **VI. Open Discussion**

**6:45**

- Ms. Hamm Lee requested specific topics for the June meeting agenda to ensure adequate time for staff to compile the necessary information. She asked the Franklin Johnston Group to prepare a report on their plan to incorporate and utilize minority businesses in their building's leasing and maintenance operations. This request was a response to Councilman Royster's question about how this group would work towards meeting the city's diversity and inclusion goals. She sought further input on additional topics for discussion at the next meeting.
- Mr. Albert requested a detailed count of the individuals who have received assistance. He emphasized the importance of transparency and accountability in the process.
- Barbara appreciated the recommendation and asserted that the June meeting agenda seems full, with discussions planned around the recommendations report, Franklin Johnston's diversity and inclusion plan, and the dashboard. She highlighted the challenge of covering all topics within the 90-minute meeting time.
- Councilwoman Royster requested a report from People First detailing the number of part-time vs. full-time employees, which she believed would provide insights into income figures. The councilwoman also asked Ms. Brown to provide a confirmation of those who have received their letters of recommendation.

#### **VII. Adjournment**

**7:00**

- Ms. Hamm Lee closed the meeting by asking everyone to encourage their colleagues to attend future meetings. Meeting adjourned with a note of appreciation and wished the participants a Happy Mother's Day.





# **St. Paul's Advisory Committee Meeting**

**Location: Foodbank of Southeastern Virginia and the Eastern Shore**  
**May 16<sup>th</sup>, 2023**



# Agenda

## **Welcome | 6:00**

*Barbara Hamm Lee, SPAC Liaison  
Councilwoman Danica Royster, Co-Chair  
Councilman John Paige, Co-Chair*

## **Quarterly Snapshot | 6:05**

*Nicole Brown, USI  
Pamela Jones-Watford, NRHA*

## **SPAC People First Subcommittee Update | 6:20**

*Chris Tan, Subcommittee Chair*

## **Review of Right to Return Policy| 6:25**

*Pamela Jones-Watford, NRHA*

## **Development Update | 6:45**

- *Matt Hacker, Franklin Johnston Group*
- *Angie Lombardi, Franklin Johnston Group*
- *Brad Peters, Brinshore*

## **Open Discussion | 7:05**

*SPAC Members*

## **Adjournment | 7:30**

*Barbara Hamm Lee*





# Quarterly Snapshot

- *Q4 2022 (October 2022 – December 2022) vs. Q1 2023 (January 2023 – March 2023)*

*Nicole Brown, USI*

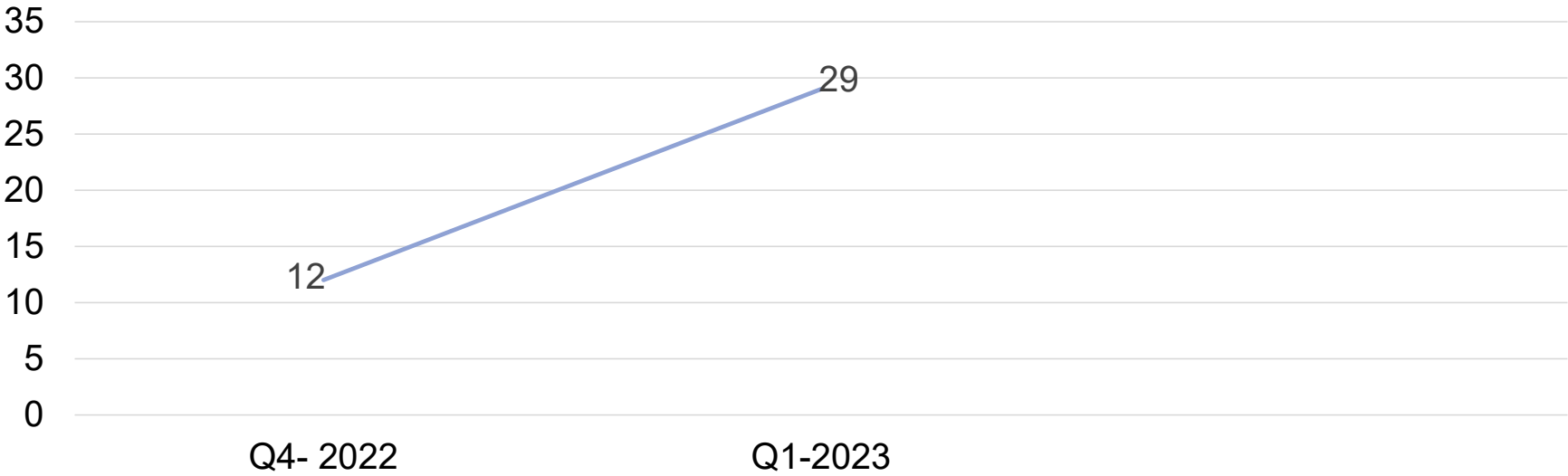
*Pamela Jones-Watford, NRHA*



# New Employment



Jobs Obtained Trend



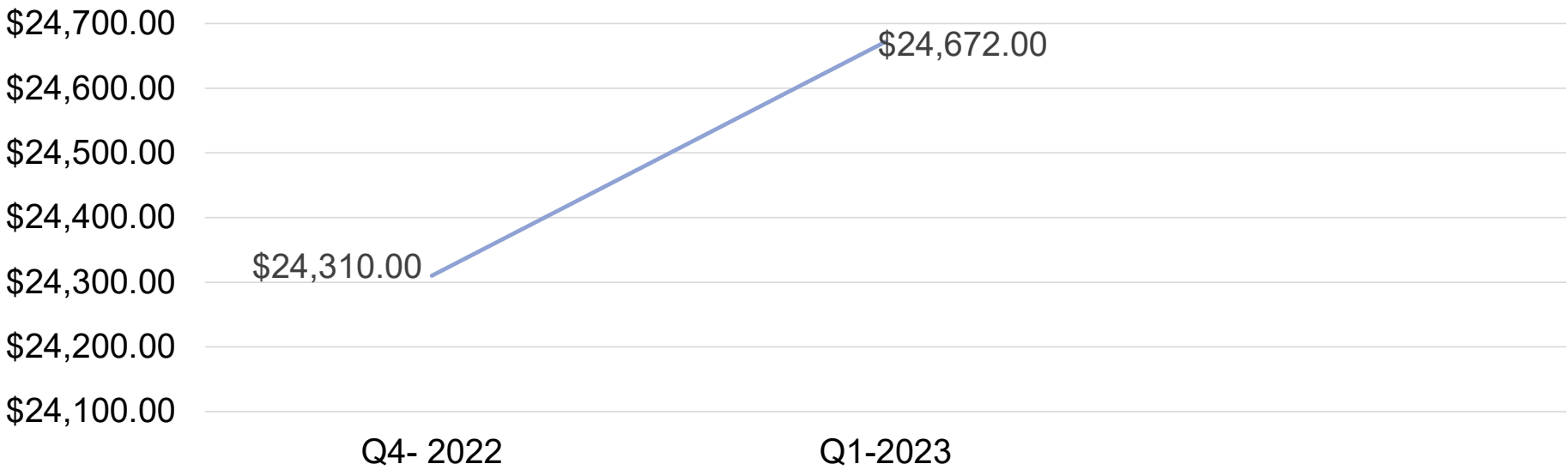
Source: LEARN 05/15/23



# Employment Income



## Average Annual Income



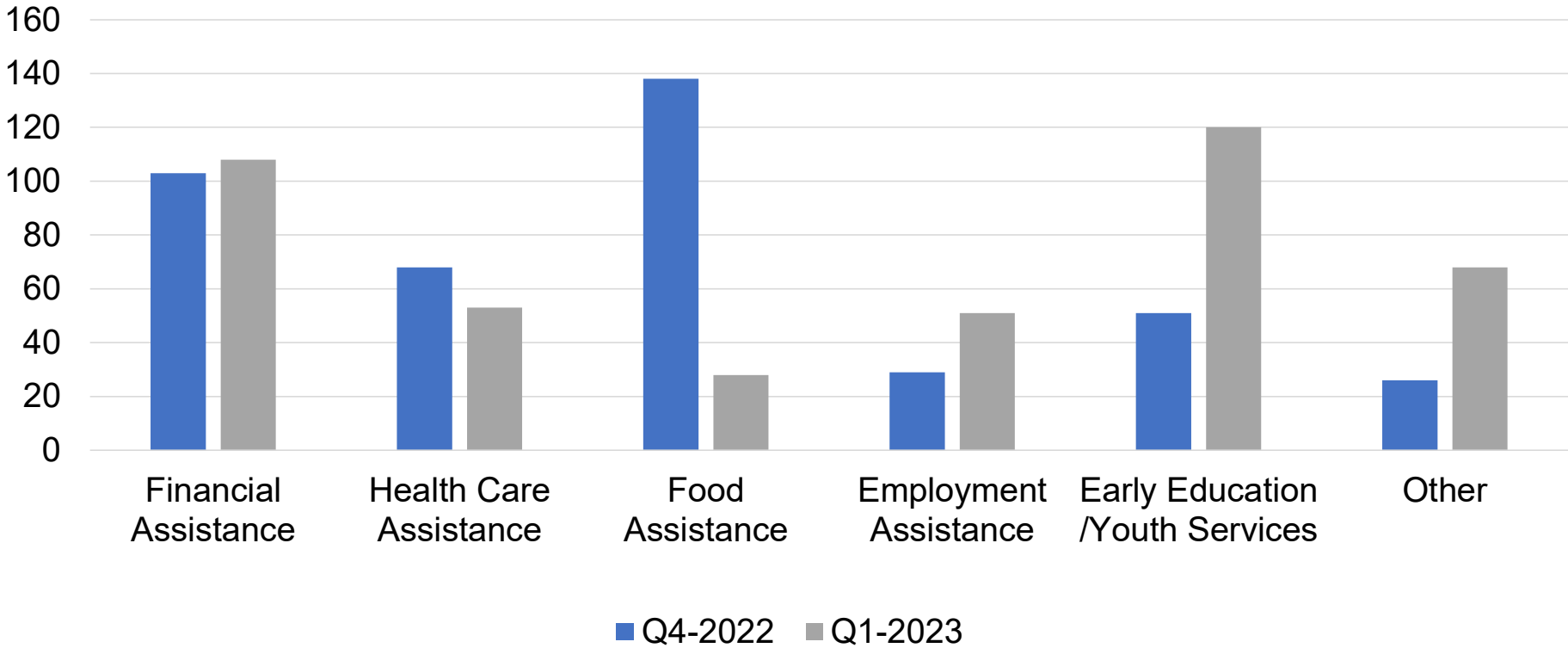
Source: LEARN 05/15/23



# Household Needs



## Support Services Linkages



Source: LEARN



# Barrier Removal Assistance Requests



## Q4-2022

- 12 Households
- \$26,397.25

*Utility assistance, security deposit, rental arrears, Childcare assistance, Temporary housing (hotel stay) second move security deposit*

## Q1-2023

- 9 Households
- \$14,002.22

*Utility assistance, rental arrears, hotel stay, and second move deposit*



# Household Engagements



- FSS are expected to engage with their families monthly. Contacts are done in person, by phone, email, and texting. It is our practice to meet the families where they are. The number of connections will vary based on the family and their needs. The monthly meetings allow the team to work with the families on their goals and provide coaching and support to the family.
- Households are also engaged during our monthly resident engagements events- this is usually an opportunity for the household to receive updates on the project and connect with our community and service partners. (Worth it Wednesdays)
- Office is open for walk-ins Monday- Friday 8:30 am- 5:00 PM
- Education Specialists, Work Force specialists, and Lead Mobility specialists meet with families in the same way as the FSS.
- Outreach Workers contact the families monthly for events and will do a home visit to leave a door knocker.



# Upcoming Engagement Activities



- May 17, Happiness Starts at Home - Jordan Newby library @ 5 PM
- May 20, High School Seniors College and Career Day- People First Office - 11 AM
- May 24, Happiness Starts at Home - Norview Community Center@ 5:30 PM







# SPAC People First Subcommittee Update

*Chris Tan, Foodbank*





# NRHA Update

- *Review of Right to Return Policy*

*Pamela Jones-Watford, NRHA*



# Right to Return Policy



- Our pledge has been that if Tidewater Gardens residents desire a home in the new community, they will have one.
- The Right to Return Policy memorializes this pledge and outlines the criteria that governs their right to return to the newly developed community.
  - Found on both NRHA and City websites:
    - <https://nrha.us/wp-content/uploads/2021/08/RightToReturnPolicy.pdf>
    - [www.stpaulsdistrict.org](http://www.stpaulsdistrict.org)
- The People First team will support residents throughout this process to correct any potential issues that might affect the right to return (i.e. develop a plan for paying off old debts or working with utilities companies to resolve outstanding issues that might prevent residents from getting utilities in your name).

*Right to Return*



# Right to Return Criteria



- Lived in the Tidewater Gardens community as of February 28, 2019, and was lease-compliant at the time of departure.
- Continued to remain lease-compliant during the relocation period.
- Showed evidence that they can pay rent.
- Have no outstanding debts to NRHA and any other public housing authority.

- Refrain from any criminal activity throughout the relocation period.
- Must be able to establish utilities in their own name.
- Must not have been terminated or have a termination pending from the Housing Choice Voucher (HCV) program.
- Must not exceed the applicable income limits and household composition criteria.





Phase 1: Red  
Phase 2: Yellow  
Phase 3: Green  
Phase 4: Blue

## Return Sequence



During the re-occupancy period, NRHA will prioritize residents based on date and time and replacement units will be offered to residents based on these priorities.

- a. Priority #1: Tidewater Gardens residents in residence as of February 28, 2019 who reside in the area designated for the Phase 1.
- b. Priority #2: Tidewater Gardens residents in residence as of February 28, 2019 who reside in the area designated as Phase 2.
- c. Priority#3: Tidewater Gardens residents in residence as of February 28, 2019 who reside in the area designated as Phase 3.
- d. Priority #4: Tidewater Gardens residents in residence as of February 28, 2019 who reside in the area designated as Phase 4.
- e. Priority #5: Newly created households as a result of family splits at Tidewater Gardens who reside in the area designated for the Phase 1.
- f. Priority #6: Newly created households as a result of family splits at Tidewater Gardens who reside in the area designated for the Phase 2.
- g. Priority #7: Newly created households as a result of family splits at Tidewater Gardens who reside in the area designated for the Phase 3.
- h. Priority #8: Newly created households as a result of family splits at Tidewater Gardens who reside in the area designated for the Phase 4.





# Property Management & Leasing Update

- *Meet the Kindred Property Management Team*
- *Leasing Reunion and Origin Circle at Kindred*
- *Future Construction and Leasing Schedule*

*Matt Hacker, TFJG*  
*Angie Lombardi, TFJG*  
*Brad Peters, Brinshore*



## Who we are:

At The Franklin Johnston Group (TFJG), we just celebrated our **10-year anniversary**.

However, our founders have 100 years of combined experience in developing and managing multi-family communities.

Our commitment to excellence is reflected in the construction and management of top-tier apartment homes designed to cater to individuals from all backgrounds, including: senior citizens, low to moderate income families, and those seeking luxury accommodations.





## TFJG Growth:

### The company began with:

- 25 properties and 4,000 units

### Over the last 10 years we have expanded our portfolio to:

- Include over 160 properties and nearly 25,000 units spanning across the east coast

### TFJG's development projects have shown no sign of slowing down:

- With 40 already completed and 10 more slated for the coming years







**Chris McKee** – President

## **Our Team:**

### **Executive Team**

Chris McKee – President

Matt Hacker – Senior Vice President, Property Operations

Angie Lombardi – Vice President of Marketing

Megan Kovacevich – Portfolio Manager

### **Kindred Onsite Managers**

Marlon Lizano – Community Manager

Jasmine Brown – Assistant Community Manager



**Matt Hacker**

Senior Vice President,  
Property Operations



**Angie Lombardi**

Vice President of Marketing



# Lease Up Timeline



*Reunion Senior Living at Kindred*

## **Reunion Senior Living at Kindred (Block 19)**

- The first move-ins are to begin in **mid-October**
- Qualifying of residents would begin in **mid-July**

## **Reunion Senior Living at Kindred (Block 19)**

Phone: 757-987-0882

Email address: [reunion@tfjgroup.com](mailto:reunion@tfjgroup.com)

Website: [reunionsenioratkindred.com](http://reunionsenioratkindred.com)

***\*This is the anticipated delivery and applicant qualification timeline. This schedule is fluid and subject to change based on construction.***



# Lease Up Timeline



*Origin Circle at Kindred*

## Origin Circle at Kindred (Block 20)

- The first move-ins are to begin in **mid-November**
- Qualifying of residents would begin in **mid-August**

## Origin Circle at Kindred (Block 20)

Phone: 757-987-0882

Email Address: [origincircle@tfjgroup.com](mailto:origincircle@tfjgroup.com)

Website: [origincircleatkindred.com](http://origincircleatkindred.com)

***\*This is the anticipated delivery and applicant qualification timeline. This schedule is fluid and subject to change based on construction.***



# Pre-Leasing

## **Location:**

Pre-leasing will be staged at a nearby TFJG community. However, as we get closer to opening, we will be setting up appointments at a location near Reunion Senior and Origin Circle.

A portal for online applications will also be added to the websites.

## **What is needed to complete an application:**

1. Driver's License and Birth Certificates for any minors that will be living in the apartment.
2. Income verification to include 4-6 paystubs, social security letter, disability letter, child support, and/or retirement accounts.
3. To reserve a unit, we will require a \$200 holding fee that will be applied toward the security deposit.
4. The Application fee is \$35 per applicant over the age of 18.
5. Both the application fee and holding fee must be paid in the form of a money order.



# Leasing Other Phases



## Milestones

Construction Commencement  
Pre-marketing  
Marketing  
Pre-leasing  
Occupancy

Blocks 17 and 18	TWG Phase A (Blocks 9, 10, and 16)	TWG Phase B (Blocks 2, 4, 5 and Blocks 3A, 3B, 11)
July 2023	December 2023	May 2024**  TBD
June 2024	November 2024	
July 2024	December 2024	
July 2024	December 2024	
November 2024	March 2025	

***\*This is the anticipated delivery timeline. This schedule is fluid and subject to change based on tax credit application approval and closing schedules.***





# Open Discussion

*SPAC Members*





# Adjournment





Reunion  
SENIOR LIVING • AT KINDRED

# JOIN OUR WAITLIST!

When you make Reunion at Kindred your new home, you will find yourself surrounded by resort-style amenities specifically designed for residents 55+ who enjoy an active lifestyle and modern conveniences. Whether you're apartment shopping for yourself or a loved one, we invite you to explore our 1- and 2-bedroom floor plan options which offer affordability and quality. Reunion at Kindred has a variety of options designed to give you and your loved ones a maintenance-free life. Located in the downtown area of Norfolk, VA, our residents are close to shopping, dining, and entertainment. To learn more about our floor plans, pricing and to join the waitlist, contact us today!

## Apartment Features:

- 9' Ceilings
- In-home Washer & Dryer
- Stainless Steel Appliances
- Granite Countertops
- Open Floor Plans
- Vinyl Plank Flooring
- Carpet in Bedrooms

## Community Amenities:

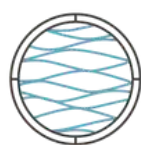
- Grilling Station
- Picnic Area
- Business Center
- Fitness Center
- Game Room

REUNION@TFJGROUP.COM | (757) 987-0882

501 WOOD STREET  
NORFOLK, VA 23504







ORIGIN CIRCLE  
AT KINDRED

# JOIN OUR WAITLIST!

When you make Origin Circle at Kindred your new home, you will find yourself surrounded by resort-style amenities specifically designed for residents who enjoy an active lifestyle and modern conveniences. We invite you to explore our 1-, 2-, & 3-bedroom floor plan options which offer affordability and quality. Origin Circle at Kindred has a variety of options designed to give you a maintenance-free life. Located in the downtown area of Norfolk, VA, our residents are close to shopping, dining, and entertainment. To learn more about our floor plans, pricing and to join the waitlist, contact us today!

## Apartment Features:

- 9' Ceilings
- In-home Washer & Dryer
- Stainless Steel Appliances
- Granite Countertops
- Vinyl Plank Flooring
- Carpet in Bedrooms
- Balconies\*

*\*In select apartment homes*

## Community Amenities:

- Clubhouse
- Grilling Station
- Picnic Area
- Playground
- Game Room
- Fitness Center
- Business Center

ORIGINCIRCLE@TFJGROUP.COM | (757) 987-0882

451 CHURCH STREET  
NORFOLK, VA 23504





## Replacement Housing Plan -- Breakdown by Number of Bedrooms

	TOTAL UNITS					
	Bedroom Size					Total
By Development:	1	2	3	4	5	Units
Reunion	44	28	0	0	0	72
Origin Circle	19	75	26	0	0	120
Block 17 and 18 Combined	24	87	29	0	0	140
TWG Phase A Combined	69	83	25	13	1	191
TWG B1	13	40	24	3	1	81
TWG B2	30	34	33	12	1	110
<b>Total</b>	<b>199</b>	<b>347</b>	<b>137</b>	<b>28</b>	<b>3</b>	<b>714</b>
	27.9%	48.6%	19.2%	3.9%	0.4%	100%

REPLACEMENT UNITS ONLY					
Bedroom Size					Total
1	2	3	4	5	Units
14	10	0	0	0	24
4	23	10	0	0	37
7	30	11	0	0	48
14	28	17	10	1	70
4	10	15	2	1	32
6	11	19	12	1	49
49	112	72	24	3	260
18.8%	43.1%	27.7%	9.2%	1.2%	100%





**TIDEWATER GARDENS REDEVELOPMENT MWBE  
VENDOR FAIR: May 25, 4 to 6 p.m.**  
at the Attucks Theatre, 1010 Church St., Norfolk

## **CALLING ALL MINORITY, WOMEN-OWNED, SECTION 3 BUILDING TRADES.**

**Join us to learn about contract opportunities for the  
\$45,000,000 Block 17/18 construction project.**

Brinshore and its partners Banc of America Community Development Corporation (BACDC), BBRM Norfolk Partners, LLC and other future development partners comprise the joint venture that is the Housing Implementation Entity of the Choice Neighborhood Initiative (CNI) redevelopment of Tidewater Gardens public housing. The Brinshore-led Development Team ("Developer") recognizes, and believes in, the importance of economic inclusion in the redevelopment of the Tidewater Gardens community. The Developer's intention is to leverage the capacity building opportunities of the development projects to create pathways of advancement for individuals, families and businesses across a spectrum of current starting points.



**Register Here  
for Event**

The Breeden Company, the general contractor, will bring a Norfolk First commitment to hiring, contracting, and a continued tradition of diversity and inclusion in all phases of the project.

- Discover new business opportunities
- Establish new business relationships
- Meet the project developer and general contractor teams
- Network with other MBE/WBE firms
- Meet our prime construction contractors
- Learn about SWaM, Section 3, and their benefits
- Hear from a successful MBE/WBE

If you have not already done so, please go to the website to complete the prequalification form in order to be included in our vendor database.  
go to [norfolktidewater.com](http://norfolktidewater.com)

