

## PHILADELPHIA LAND BANK

### DECEMBER 12, 2023 BOARD OF DIRECTORS MEETING MINUTES

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A Regular Meeting of the Board of Directors of the Philadelphia Land Bank was held on Tuesday, December 12, 2023, via Zoom webinar, of which proper notices were given. A condensed certified transcript of this meeting is attached to these minutes as **Exhibit A**.

#### **Call to Order**

Board Chair Anne Fadullon called the meeting to order at 10:02 a.m.

Andrea Imredy Saah, Senior Counsel, made the following announcements:

Today's Board meeting is being held via an authorized communication device and is being recorded. Questions and comments may be made using the Q&A function or by using the "raise hand" function. If you are calling in and not using the Zoom webinar link, you may ask questions or make comments by pressing \*9 on your phone or using the "raise hand" function. Please do not use the Chat function. If any member of the public has any issues submitting questions or comments, please send an email to [Andrea.Saah@phdc.phila.gov](mailto:Andrea.Saah@phdc.phila.gov). Please note that all questions and comments received by email prior to this meeting or through the Q&A function during the meeting will be included in the minutes. All questions and comments received by 3 pm yesterday were shared with the Board.

Prior to today's Public Session, the Board held an Executive Session during which Mr. Rodriguez reviewed the agenda.

#### **Item I** **Roll Call**

The following members of the Board of Directors reported present: Anne Fadullon, Alexander Balloon, Andrew Goodman, Maria Gonzalez, Michael Johns, Michael Koonce, Majeedah Rashid, Mo Rushdy and Rick Sauer.

The following Board members were absent: Rebecca Lopez Kriss.

The following Land Management staff members were present: Angel Rodriguez, Jessie Lawrence, Andrea Imredy Saah, Esq., Robert Spence, Esq., Todd Hestand, Cristina Martinez, Brian Romano, Tracy Pinson-Reviere, Mathen Pullukattu, and Carolyn Terry.

Public Attendees: The list of public attendees follow these minutes.

A quorum of Directors was present, and the meeting, having been duly convened, proceeded with business.

**Item II**  
**Approval of Board Minutes**

Ms. Fadullon called for questions or comments from the Board regarding the minutes of the Board meeting of November 14, 2023. There were none. Ms. Fadullon called for questions or comments from the public. There were none.

Ms. Fadullon called for a motion regarding approval of the minutes.

Mr. Rushdy moved to approve the minutes. Mr. Balloon seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the November 14, 2023, Board Meeting minutes.

**Item III**  
**Executive Director's Report**

Mr. Rodriguez reported that on Friday, December 4, 2023 there was a groundbreaking for the Pastor Allen Project. It was gratifying, given that it took a while to get this project started because of multiple revisions. This is a unique Turn the Key project (TTK) because it is the first time the Board approved triplexes and duplexes for development. Ms. Allen (Pastor Allen's widow) spoke at the groundbreaking event. It was meaningful for the congregation and those present.

There will be a ribbon cutting in Kensington on Williams Street on December 19, 2023. Details of the event will be sent to the Board. This project is for fifteen (15) affordable homes that are approximately 85% complete. It is also a Turn The Key project that will soon be marketed.

**Item IV**  
**Administrative Matters**

**A. Approval of 2024 Board Meeting Schedule**

Ms. Imredy Saah stated that an updated and corrected proposed 2024 meeting schedule was posted on the website but not sent to Board members. The schedule must be advertised in advance of the calendar year, which makes it necessary for the schedule to be approved at this meeting. Meetings are generally held on the 2nd Tuesday of each month, but in January and July the meetings will be held on the 3rd Tuesday.

Ms. Fadullon called for questions or comments from the Board. There were none, so Ms. Fadullon called for a motion.

Ms. Rashid moved to approve the 2024 Board meeting schedule. Mr. Goodman seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Adopting Philadelphia Land Bank Schedule of Regular Board Of Directors Meetings For Calendar Year 2024** (attached to these minutes as **Exhibit B**).

**B. Review and Acceptance of Philadelphia Land Bank Audited Financial Statements for Year Ending June 30, 2023**

Mr. Rodriguez introduced the auditors from Mercadien: Digesh Patel, Matt Daly, and Phil Jutkiewicz. Mr. Patel, A partner at Mercadien and responsible for overseeing the audit for the Land Bank, thanked the staff who assist in the audit process. Mr. Patel prepared a PowerPoint presentation, which is attached to these minutes as **Exhibit C**.

The 2023 audit covers financial statements for the Land Bank's fiscal year ending June 30, 2023. The result of the audit is an "Unmodified or 'Clean' opinion," which is the highest level of assurance that can be received from a financial statement audit. Additionally, there were no findings. Findings would include any noncompliance with laws, regulations, contracts and agreements.

Mr. Daly led the presentation of the financial highlights. The primary metrics, including cash, receivables, land inventory, and liabilities, and net position were consistent with prior years. Under new IRS accounting rules, the Land Bank's net position increased by \$8.2 Million, with total revenues of \$11.4 Million and total expenditures of \$3.3 Million. Mr. Daly offered three recommendations: (1) to have Land Bank assets appraised independently each year, rather than value them at Office of Property Assessment values; (2) to have a formal policy for any direct and indirect expenses that are allocated from PHDC, which is the umbrella organization providing staff and services to the Land Bank; and (3) to have a formal policy which would foster trend analysis and other internal evaluations prior to the year-end audit and cleanup process by Land Bank management.

Ms. Fadullon called for questions and comments from the Board. Mr. Sauer, noting the \$11 Million in reported revenue, asked whether the revenue from PLB sales stays with the Land Bank or whether that money is paid into to the City's general funds. Mr. Patel explained the GAAP accounting process for land, which results in increases in the value of property held in the Land Bank's inventory being recognized as revenue each year, even though there is no actual influx of cash. While there is recognized revenue for accounting purposes based on increases in the OPA's assessed value each year, there is no effect on the Land Bank's cash position from these transactions.

Mr. Johns asked about the actual income from land sales. Mr. Rodriguez responded that the income from sales in Fiscal Year 2023 was \$329,000. On net, the Land Bank took a loss on the sales, as most Land Bank sales are at a nominal or discounted price, and the appraised values of the properties conveyed was approximately \$9.8 million. The Land Bank does not profit from land sales. Mr. Rushdy asked if the inventory value was based on the appraised value. Mr. Patel explained that the OPA assessment is used to value assets in the inventory, but the OPA value may or may not be reflective of the fair market value, and the value of each property is revalued at the appraised value when the property is sold. The full discussion of property valuation between Mr. Rushdy, Mr. Rodriguez, and Mr. Patel can be found at pages 17 to 19 of the attached transcript.

Ms. Fadullon repeated a question from the chat, asking what the revenue from land sales was. Mr. Rodriguez responded that the Land Bank received approximately \$330,000 in cash from the sales.

Ms. Fadullon called for a motion from the Board.

Mr. Rushdy moved to accept the audited financial statements. Mr. Balloon seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Accepting Philadelphia Land Bank Audited Financial Statements For Year Ending June 30, 2023** (attached to these minutes as **Exhibit D**).

**C. Review and Approval of Philadelphia Land Bank Fiscal Year 2024 Budget; Financial Report Year to Date**

Mr. Rodriguez shared his screen with the comparison of the FY 2023 and 2024 budgets, a copy of which is attached to these minutes as **Exhibit E**. Operating revenue, which is the Land Bank's allocation from the City's general fund, increased from \$3.14 Million to \$3.5 Million. The increase was used to cover the Land Bank's insurance costs. Expenses are largely unchanged, and Mr. Rodriguez concluded that the Land Bank expenses are generally on par from last year. Mr. Rodriguez's full comments are located on pages 21 to 23 of the attached transcript.

Mr. Goodman requested clarity regarding land maintenance costs, and Mr. Rodriguez confirmed that there was an incremental increase in maintenance, but the changes to the budget were largely a function of allocations to different programs.

Ms. Fadullon called for a motion from the Board regarding the Fiscal Year 2024 budget.

Mr. Koonce moved to adopt the proposed budget. Ms. Gonzalez seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Adopting Philadelphia Land Bank Operating Budget For Fiscal Year Ending June 30, 2024** (attached to these minutes as **Exhibit F**).

**D. Amendment to Approved Disposition**

Ms. Fadullon introduced the next item, an amendment to Resolution No. 2022-39 adopted by the Board on October 11, 2022, which amended Resolution No. 2021-52 adopted by the Board on November 9, 2021, to approve revised plans for the approved development.

Mr. Rushdy announced that he was recusing himself from this item because he is a part of the ownership structure of the developer, which presents a conflict of interest. A copy of his recusal letter is attached to these minutes as **Exhibit G**. Mr. Rushdy left the meeting.

Mr. Lawrence presented the proposed amendment. The approved mixed-income project included forty-one (41) single family homes, and twenty-two of the homes would be affordable units. The plan revision was requested due to the difficulty of building single-family homes on parcels zoned CMX-2.5 on Kensington Avenue, which were originally intended to hold four (4) single-family homes to be sold at or below 100% of Area Median Income (AMI). The proposal is to allow the developer to build eight (8) market-rate rental units and two (2) commercial units in two structures on those four parcels, and, in exchange, the developer will make seven (7) of the single-family market-rate homeownership units available at or below 100% AMI. This will result in a net increase of three (3) homes to be sold at or below 100% AMI. The plan revision meets the requirements of the disposition policy and will allow for a by-right mixed- use residential development on the four (4) parcels which are currently zoned as CMX-2.5. The affordable units will remain affordable for a period of at least 15 years.



Ms. Fadullon reiterated the project is being amended to conform with the existing zoning and to increase affordability.

Ms. Fadullon called for questions or comments from the Board. Ms. Gonzalez requested clarity regarding the affordable units. Mr. Lawrence responded there is a net gain of three (3) more affordable units. Mr. Rodriguez provided further clarification regarding the history of the Board's approvals and how the zoning on Kensington necessitated the proposed modifications. There will be a mix of 80% and 100% AMI units, and all the homes are qualified for Turn the Key.

Mr. Johns asked if the plans in the packet are market-rate or affordable units. Mr. Lawrence responded that they are for the proposed market-rate rental units. Mr. Johns then asked about the intentions for the third-floor unit at 2653 Kensington. Ms. Imredy Saah stated it is a studio unit. Mr. Johns then noted the single-family unit plans are not in the Board packet. Mr. Lawrence responded that this is correct, and the floor plans and elevations for the affordable units did not change from the previous approval.

Ms. Fadullon asked if comments were received from the public prior to the Board meeting. Ms. Imredy Saah stated there were none.

Ms. Fadullon called for questions or comments from the public. Adrienne Fernandez from Swampoodle Neighborhood Parcels Association, an RCO in North Central Philadelphia, stated her opinion that the homes are too expensive.

Ms. Tiffany Green from Concerned Citizens of Point Breeze, an RCO in South Philadelphia, also believes the \$280,000 homes are too expensive but prices are lower than market rate prices. Ms. Green stated the City should buy down the price to \$170,000 to \$180,000 to increase participation.

Ms. Fadullon called for a motion regarding the proposed plan changes for the Kensington Avenue properties included in the project.

Mr. Koonce moved to approve the proposed revisions to the project. Mr. Balloon seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved **Resolution Amending Resolutions 2022-39 And 2021-52 to Authorize Modification Of Mixed-Income Homeownership Development to Mixed-Income Mixed-Use Development And Revision Of Unit Mix** (attached to these minutes as **Exhibit H**).

## **Item V** **Property Dispositions**

### **A. Development – Affordable Housing (unsolicited)**

Mr. Rushdy rejoined the meeting at this time.

#### **Item A(1)**

Mr. Lawrence requested the Board's approval to convey 2502, 2503, 2542, 2552 and 2559 North 28th Street in Strawberry Mansion in the 5th Council District to Soar City Development for the construction of five (5) single family homeownership units. Each unit will be two (2) stories with three (3) bedrooms and will have a maximum sales price of \$280,000 and target purchasers at or below 100% AMI. The

application was unsolicited and evaluated pursuant to the disposition policy. The developer will purchase the properties for a total price of \$5,000. Evidence of project financing was provided. The applicant is compliant and in good standing with the City of Philadelphia. The project will require an Economic Opportunity Plan and will be subject to an irrevocable power of attorney and right of re-entry and reverter restrictions. The units will be subject to use restrictions and income verification requirements to ensure the units remain affordable for at least 15 years.

Ms. Fadullon called for questions or comments from the Board. Mr. Johns commented on the design of the houses. The design has a first-floor bedroom, and the only way to access the backyard is through that bedroom. The owner will need to walk through the bedroom to take their trash out, as trash is located in the backyard. Mr. Johns also stated that not enough living space exists outside of the bedrooms, and that the plans do not include a dedicated dining space. Mr. Johns believes the Board needs to consider the plans and how they will affect the people who will live there.

Ms. Gonzalez agreed that future occupants' quality of life should be considered. Ms. Gonzalez wants to see stability in communities and believes that decent, affordable housing can build stability and should be mindful of the purchasers' needs.

Mr. Koonce stated his lack of support for the disposition because of what he believed to be a lack of community input, and he asked the Land Bank to do a better job with community input. Mr. Rushdy asked Mr. Rodriguez to clarify the community input requirement. Mr. Rodriguez stated the requirements provided to developers and clarified that documentation that the requirements have been met is returned to Land Bank staff for review. Mr. Rushdy then asked if the applicant reached out to the RCOs identified by the Land Bank. Mr. Lawrence responded that the applicant stated that they reached out to those RCOs. Mr. Rushdy asked if the applicant has met the requirements as defined by the Land Bank. Mr. Lawrence stated the requirements were met.

Mr. Sauer asked if there is a requirement that properties eligible for TTK mortgages all have 3 bedrooms or if 2-bedroom units are eligible. Mr. Rodriguez responded that 2-bedroom units are eligible, but fewer bedrooms will reduce the sales price. Mr. Koonce questioned one of the included floor plans, and Mr. Lawrence stated that final plans would be site dependent, as the properties are different sizes. Mr. Goodman asked how the application was reviewed procedurally. Mr. Lawrence responded that the review was for 3-bedroom, 2-bath units.

Ms. Fadullon asked if any correspondence was received prior to the Board meeting. Ms. Imredy Saah received several letters, and all letters are attached to the minutes as **Exhibit I**. The first letter was from Troy Smith, who requested to acquire 2552 N. 28th Street as a side yard to his adjacent home. The second letter was from Bonita Cummings of Strawberry Mansion Community Concern. Ms. Cummings requested that the development be held or tabled. An email was also received from Adrienne Fernandez from Swampoodle Neighborhood Parcels Association who requested that the application be placed on hold and that additional meetings be scheduled.

Ms. Imredy Saah stated that a large number of similar letters supporting the application were received and read one representative letter. The letter stated that the applicant participated in Philly RISE, which aims to increase minority participation in development and improve neighborhoods in Philadelphia, and that this project furthers Philly Rise's mission. Letters of support were received from David Mercuris, from Goldenberg Management, Inc.; Raj Patel; Kevin Moran, from ULI Philadelphia; Varsovia Fernandez, from PA CDFI Network; James Burnett, from VestedIn; Anne Cummins, from Gattuso Development Partners; Precious Samuel, from Samuel Consultancy Group; Christopher Pitt, from Pitt Pass

Development Group; Candis Pressley, from Trinity Property Advisors; David Langlieb, from Philadelphia Accelerator Fund; Larry J. Griffin, from Beech Capital Venture Corporation; Kevin Williams, from Black Squirrel Collaborative; Maleda Berhane, from AR Spruce; Jacqueline Buhn; Damian Smith, from Smith Property Works; Mark Lawson, from Diversified Realty Solutions; Reco Owens, from Neighborhood Progress Fund; Brian Murray, from Shift Capital; and Alan Razak.

Ms. Fadullon called for comments from the public. Judith Robinson was the first caller and requested that the application be tabled, but that the Land Bank work with the developer to address the community's concerns. Ms. Robinson's full comments are located on pages 52-55 of the attached transcript. Bonita Cummings from Strawberry Mansion Community Concern acknowledged that a community meeting had occurred, but that the community was not satisfied with the project. Ms. Cummings requested that the application be tabled. Her full comments can be found on pages 55-60 of the attached transcript.

Ibrahim Campell, owner of Soar City, stated that he personally delivered the community meeting notices and that a community meeting did occur. The project was described in full to the community, and the plans were modified in response to the community feedback. David Langlieb from the Philadelphia Accelerator Fund then spoke in support of the project. Kevin Williams from Black Squirrel Collaborative stated his support for the project and described the resources his organization provides to developers. The program helps developers work with RCOs when feasible. Adrienne Fernandez from Swampoodle Neighborhood Parcels Association expressed her dissatisfaction with Land Bank community notification processes and requested that the project be tabled. Her full comments can be found on pages 66 to 73 of the attached transcript.

Ms. Fadullon called for a motion regarding the disposition.

Mr. Rushdy moved to approve the disposition. Mr. Balloon seconded the motion.

Mr. Rushdy, Mr. Balloon, and Ms. Fadullon voted to approve the disposition. Mr. Sauer, Ms. Rashid, Mr. Goodman, Mr. Koonce, Mr. Johns, and Ms. Gonzalez voted against the disposition. By a 6-3 vote, the disposition was rejected.

Mr. Sauer then moved to request that the developer submit a revised application which addresses the concerns raised, including community meetings and design. Ms. Gonzalez seconded the motion.

Upon motion made and duly seconded, the Board unanimously voted to request the developer to address the concerns which were raised, including community meetings and plan design, and resubmit the proposal for consideration by the Board.

### **Item A(2)**

Mr. Lawrence requested the Board's approval to convey 2409, 2413, 2416, 2418, and 2443 North 19th Street in North Philadelphia in the 5th Council District to 215 Development Corporation to develop five (5) single-family affordable homeownership units that will be sold to households with incomes at or below 100% AMI. Each unit will be two (2) stories with three (3) bedrooms and will have a maximum sales price of \$280,000, targeting purchasers at or below 100% AMI. The application was unsolicited and evaluated pursuant to the disposition policy. The developer will purchase the properties for \$5,000. Evidence of project financing has been provided. The applicant is compliant and in good standing with the City of Philadelphia. The project will require an Economic Opportunity Plan and will be subject to an irrevocable power of attorney and right of re-entry and reverter restrictions. The units will be subject to

use restrictions and income verification requirements to ensure the units remain affordable for at least 15 years.

Mr. Johns, noting the layout in the plans were the same as for the previous item, reiterated his concerns about the viability of the units with the 3-bedroom layouts. Mr. Rushdy responded that the Board must consider the subsidy available and how to maximize the impact of those funds. These homes offer purchasers an opportunity otherwise unavailable to them, and while bigger homes would be preferable, the realities of the market dictate the limits of what can be built. Mr. Johns stated that better layouts are possible even within the financial and market constraints. Mr. Rushdy agreed better designs may be possible, but the Board should recognize its role in the overall process and not lose sight of the big picture goals. Ms. Gonzalez stated the Board should support projects that meet the needs of families today, and space is at a premium. Mr. Rushdy stated that the target homebuyer is interested in these properties, and failing to approve these projects continues to shut these purchasers out of the housing market.

Ms. Fadullon summarized the Board discussion and then asked if any correspondence was received prior to the Board meeting. Ms. Imredy Saah stated that the same commenters who supported the earlier item wrote in support of this disposition. The letters received are attached to the minutes as **Exhibit J**. Letters of support were received from David Mercuris, from Goldenberg Management, Inc.; Alan Razak; Jacqueline Buhn; Maleda Berhane, from AR Spruce; Larry J. Griffin, from Beech Capital Venture Corporation; Kevin Williams, from Black Squirrel Collaborative; Reco Owens, from Neighborhood Progress Fund; Mark Lawson, from Diversified Realty Solutions; Precious Samuel, from Samuel Consultancy Group; Christopher Pitt, from Pitt Pass Development Group; David Langlieb, from Philadelphia Accelerator Fund; Candis Pressley, from Trinity Property Advisors; Anne Cummins, from Gattuso Development Partners; Raj Patel; James Burnett, from VestedIn; Damian Smith, from Smith Property Works; Kevin Moran, from ULI Philadelphia; Varsovia Fernandez, from PA CDFI Network; and Brian Murray, from Shift Capital.

Ms. Fadullon called for comments from the public. Judith Robinson spoke at length in opposition to the disposition and criticizing the operations of the Land Bank. Ms. Robinson's full comments can be found on pages 88 to 93 of the attached transcript.

Ugochukwu Opara, the owner of 215 Construction, responded to the design concerns raised, stating that the attached plans were only preliminary and were submitted before the developer knew whether its application for the lots was even viable. The plans, including the first-floor bedroom, have been adjusted and can continue to be adjusted within the budget and lot size constraints.

Bonita Cummings from Strawberry Mansion Community Concern requested that the application be rejected. Her full comments can be found on pages 96 to 99 of the attached transcript. Tiffany Green from Concerned Citizens of Point Breeze expressed her opinion that architects on the Board are more interested in the developers' concerns than the community's concerns. Ms. Green also expressed her disagreements with the financing of the Turn The Key mortgage program. Her full comments can be found on pages 99 to 103 of the attached transcript.

Kevin Williams from Black Squirrel Collaborative expressed support for the project. Mr. Williams described the Philadelphia RISE and Black Squirrel programs and their goals for spurring minority-led development in Philadelphia, and confirmed that they want to work with RCOs and incorporate their feedback when feasible. The next speaker was David Langlieb, who reiterated his CDFI's support of the project and pointed out that financial realities facing developers need to be kept in mind when considering the applications.

Adrienne Fernandez from Swampoodle Neighborhood Parcels Association expressed her opinion that design and land use issues are primary to all dispositions. Ms. Fernandez's full comments can be found on pages 107 to 112 of the attached transcript.

Ms. Fadullon called for a motion regarding the proposed disposition.

Mr. Rushdy moved to approve the disposition. Mr. Balloon seconded the motion.

Mr. Rushdy, Mr. Balloon, and Ms. Fadullon voted to approve the disposition. Mr. Sauer, Ms. Rashid, Mr. Goodman, Mr. Koonce, Mr. Johns, and Ms. Gonzalez voted against the disposition. By a 6-3 vote, the disposition was rejected.

Mr. Goodman then moved to request that the developer submit a revised application that addresses the concerns raised. Mr. Johns seconded the motion.

Upon motion made and duly seconded, the Board unanimously voted to request the developer to address the concerns which were raised and resubmit the proposal for consideration by the Board.

#### **B. Development – Community-Benefitting Use (unsolicited)**

Mr. Goodman announced that he would be recusing himself from this item and the next. A copy of the letter to the Board recusing himself from the agenda items is attached to these minutes as **Exhibit K**. Mr. Goodman then left the meeting.

Mr. Lawrence requested approval to convey 4320 and 4322 Lancaster Avenue in the 3<sup>rd</sup> Council District to Lancaster Avenue 21st Century Business Association (LA21), a non-profit organization, to develop a five-story mixed-use commercial building. The 10,400 square foot facility will house spaces for ground floor retail and a commissary kitchen, non-profit office operations, and business-oriented supportive services. The application was unsolicited and evaluated pursuant to the disposition policy. The disposition qualifies for a discounted purchase price of \$10,000 due to its social impact component. The project will require an Economic Opportunity Plan and will be subject to an irrevocable power of attorney and right of re-entry and reverter restrictions. The property will have a permanent deed restriction placed on it so that the property remains dedicated to community benefitting uses.

Ms. Fadullon called for questions or comments from the Board. There were none.

Ms. Fadullon asked if any correspondence was received prior to the Board meeting. Ms. Imredy Saah stated none was received.

Ms. Fadullon called for comments from the public. Judith Robinson asked about who monitors the economic development terms and stated her opposition to the approval process.

Jackie Williams, from Lancaster Avenue 21st Century Business Association, described the history of the organization, the programs it offers, and the benefits of those programs. Ms. Williams's full comments can be found on pages 120 to 122 of the attached transcript.

Ms. Fadullon called for a motion regarding the proposed disposition.

Mr. Koonce moved to approve the disposition. Mr. Johns seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved **Resolution Authorizing Conveyance of 4320 and 4322 Lancaster Avenue to Lancaster Avenue 21st Century Business Association** (attached to these minutes as **Exhibit L**).

### **C. Development – Gardens/Open Space (unsolicited)**

Mr. Lawrence requested approval to convey 5906 and 5908 Market Street in the 3<sup>rd</sup> Council District to ACHIEVEability, a nonprofit organization, to be stabilized as a community green space to engage local youth. The application was unsolicited and evaluated pursuant to the disposition policy. The property will be subject to a 30-year mortgage and permanently restricted for use as managed open space.

Ms. Fadullon called for questions or comments from the Board. Mr. Balloon asked if the use restriction meant that the lot would permanently remain as open space on Market Street. Mr. Lawrence confirmed that was true, but Ms. Fadullon noted that if there were a proposed alternate use, the Land Bank Board could reconsider the proposal and modify the use restriction. Mr. Rodriguez confirmed that the use restriction can be modified by the Board in the future.

Ms. Fadullon asked if any correspondence was received prior to the Board meeting. Ms. Imredy Saah stated there was non.

Ms. Fadullon called for comments from the public. There were none.

Ms. Fadullon called for a motion regarding the proposed disposition.

Ms. Gonzalez moved to approve the disposition. Mr. Johns seconded the motion.

Ms. Imredy Saah then noted that Councilmember Gauthier did submit a letter of support in favor of this disposition, and the letter had previously been provided to the Board. The letter is attached to these minutes as **Exhibit M**. Ms. Imredy Saah also explained that Mr. Goodman assisted this applicant and the previous applicant with their applications, and the Land Bank ethics guidelines dictated his recusal.

Upon motion made and duly seconded, the Board unanimously approved **Resolution Authorizing Conveyance of 5906 Market Street and 5908 Market Street to ACHIEVEability** (attached to these minutes as **Exhibit N**).

### **D. Side/Rear Yards**

Mr. Goodman rejoined the meeting at this time.

Mr. Lawrence requested approval to convey 2464 North Natrona Street in the 5<sup>th</sup> Council District to the adjacent owner, Cierra Stokes, to be used as a side yard. The property will be subject to a 30-year mortgage and use restrictions as a side yard.

Ms. Fadullon asked if any correspondence was received prior to the Board meeting. Ms. Imredy Saah stated none was received.

Ms. Fadullon called for comments from the public. Judith Robinson stated her opposition to the use restrictions. Bonita Cummings asked about the mortgage. Mr. Lawrence stated the mortgage is for 30 years at a nominal value of \$21,999, or \$1 less than the appraised value of the property. Mr. Rodriguez clarified that the mortgage does not require payment and exists to prevent side yard purchasers from re-selling lots they acquired for \$1. Ms. Cummings asked about side yard uses. Mr. Rodriguez stated the side yards must be fenced in, but that if they become blighted the Land Bank has the ability to retake title to the property. Cierra Spokes, the applicant, then stated that the property will be used as a side yard for her young daughter.

Ms. Fadullon called for a motion regarding the proposed disposition.

Mr. Sauer moved to approve the disposition. Ms. Gonzalez seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 2464 North Natrona Street to Cierra S. Stokes** (attached to these minutes as **Exhibit Q**).

#### **Item VI** **Public Comment (Old & New Business)**

Ms. Fadullon called for comments from the public. There were none.

#### **Item VII** **Adjournment**

Ms. Fadullon called for a motion to adjourn. Ms. Gonzalez moved to adjourn the meeting. Mr. Johns seconded the motion.

Upon motion made and duly seconded, the Board unanimously voted to adjourn at 1:03 pm.

Ms. Fadullon stated this would be her final Land Bank Board meeting and thanked the public for their involvement in the process.

**NOTE: Any comments and questions submitted via the Q&A function follow the list of attendees attached to these minutes.**

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SECRETARY TO THE BOARD

**PUBLIC ATTENDANCE SHEET**  
**PHILADELPHIA LAND BANK BOARD OF DIRECTORS REGULAR MEETING**  
 Tuesday, December 12, 2023, at 10:00 AM, held remotely using Zoom Webinar.

<b>User Name</b>
Vanessa Hunter
Jamila Davis
Lawrence Macey
Shelvia Williams
Altrena Nixon
Kurt Raymond
Annette Collier
Winnie Branton
Mike Tomasetti
Marcos Lomeli
Andrey Zeygelshefer
Jacque Sims
Strawberry Mansion Community Concern
Bonita Cummings
Lawrence McKnight
Wayne T
Allison Weiss
Phillip Ashby
Larry Griffin
Brittney Baker Shurr
Julian Rios
Jon Geeting
Mark Lawson
Ibraheim Campell
Candis Pressley
David Langlieb
Kenneth Johnson
James Burnett
Thomas Webster
Ugochukwu Opara
Enan Harvey
JD Walsh
Kelly Cary
Christopher Gigliotti
Kevin Williams

<b>User Name</b>
Jacqueline Williams
Eden MacDougall
Jonathan Weiss
Sandra Butler
Laurel Dones
William Beaman
Christopher Pitt
Justin Smith
Anne Cummins
David Mercuris
Ryan Kuck
Precious Samuel
Jackie Buhn
Alan Razak
Enam Abazi
jake blumgart
Asa Wilson
Lucas Richie
Jeffrey Brown
Steve Shklovsky
Kwaku Boateng
Cierra Stokes
Karen Lee
Kojo
Maurice Cornelius
sean kane
Antonio Cerqueira
Anthony Fullard
LR C
Patrick Harvey
Tarik Brooks
Shawn Hendricks
Khalief Evans
Call-In User_1
Call-In User_2
Call-In User_3
Call-In User_4



**PUBLIC COMMENTS SUBMITTED IN Q&A**  
**PHILADELPHIA LAND BANK BOARD OF DIRECTORS REGULAR MEETING**  
Tuesday, DECEMBER 12, 2023, at 10:00 AM, held remotely using Zoom Webinar

Question	Name	Answer
how much of total revenues were for land sales?	Winnie Branton	Live answered
thank you	Winnie Branton	
was there any acknowledgements that the rcos did have a meeting from the rcos that were contacted? or just from the developer?	allison weiss	There was acknowledgement. The RCO submitted a letter
good morning everyone.	Lawrence Macey	
Agreed ( Ms Robinson), parking is abysmal since the planning commission restructured housing to multiple family units! Parking on the sidewalk has become commonplace. I would imagine that the ppl who decided to create the multiple family dwellings live in homes with driveways	Wadia Gardiner	
Mr. Ugo made an important point regarding the drawings. Are organizations allowed or given the opportunity to resubmit their drawings if after a community meeting, the drawings have been changed?	Jacque Sims	Yes they are - we have not been provided with them at this time

**Exhibit A**

Philadelphia Land Bank  
12/12/2023

1

Page 1

CITY OF PHILADELPHIA

PHILADELPHIA LAND BANK

- - - - -

BOARD OF DIRECTORS MEETING

DATE: Tuesday, December 12, 2023

LOCATION: Zoom Teleconference

REPORTED BY: John Kelly, Court Reporter

BOARD MEMBERS: ANNE FADULLON, Chair  
ANDREW GOODMAN, Vice Chair  
MICHAEL JOHNS, Board Member  
ALEXANDER BALLOON, Board Member  
MAJEEDAH RASHID, Board Member  
MARIA GONZALEZ, Board Member  
MICHAEL KOONCE, Board Member  
RICK SAUER, Board Member  
MO RUSHDY, Board Member

ALSO PRESENT: ANDREA IMREDY SAAH, Esquire, Senior Counsel  
ANGEL RODRIGUEZ, Executive Director  
JESSIE LAWRENCE, Director, Real Estate, PHDC

Pages 1 through 136

Lexitas Legal Philadelphia  
215-504-4622

**Exhibit A**  
**Philadelphia Land Bank**  
**12/12/2023**

2-5

<p style="text-align: right;">Page 2</p> <p style="text-align: center;">AGENDA</p> <p style="text-align: right;">PAGE</p> <p>II. Approval of Minutes of Meeting of October 10, 2023 5</p> <p>III. Executive Director's Report 5</p> <p>IV. Administrative Matters</p> <p>    A. Approval of 2024 Meeting Schedule 6</p> <p>    B. Review and Acceptance of Philadelphia Land Bank Audited Financial Statements for Fiscal Year Ending June 30, 2023</p> <p>    C. Review and Approval of Philadelphia Land Bank Fiscal Year 2024 Budget; Financial Report Year to Date 7</p> <p>    D. Amendment to Approved Disposition Resolution No. 2022-39 24</p> <p>V. Property Dispositions</p> <p>    A. Development - Affordable Housing (unsolicited)</p> <p>        (1) 2502, 2503, 2542, 2552, and 2559, N. 28th Street 37</p> <p>        (2) 2409, 2413, 2416, 2418, and 2443 N. 19th Street 75</p> <p>    B. Development - Community-Benefitting Use (unsolicited) 115</p> <p>        4320 and 4322 Lancaster Avenue</p> <p>    C. Development - Garden/Open Space (unsolicited) 123</p> <p>        5906 and 5908 Market Street</p> <p>    D. Side/Rear Yards 127</p> <p>        2462 N. Natrona Street</p> <p>VI. Public Comment (Old &amp; New Business) 134</p> <p>    (None.)</p> <p>VII. Adjournment 135</p>	<p style="text-align: right;">Page 4</p> <p>1 CHAIR FADULLON: Here.</p> <p>2 MS. SAAH: Alexander Balloon?</p> <p>3 (No response.)</p> <p>4 MS. SAAH: Can you un-mute yourself, Alex?</p> <p>5 MR. BALLOON: Here. There must be a delay.</p> <p>6 MS. SAAH: Thank you. Andrew Goodman?</p> <p>7 MR. GOODMAN: Here.</p> <p>8 MS. SAAH: Maria Gonzalez?</p> <p>9 MS. GONZALEZ: Here.</p> <p>10 MS. SAAH: Rebecca Lopez Kriss?</p> <p>11 (No response.)</p> <p>12 MS. SAAH: Michael Johns?</p> <p>13 MR. JOHNS: Here.</p> <p>14 MS. SAAH: Michael Koonce?</p> <p>15 MR. KOONCE: Here.</p> <p>16 MS. SAAH: Majeedah Rashid?</p> <p>17 MS. RASHID: Here.</p> <p>18 MS. SAAH: Rick Sauer?</p> <p>19 MR. SAUER: Here.</p> <p>20 MS. SAAH: Mo Rushdy?</p> <p>21 MR. RUSHDY: Here.</p> <p>22 MS. SAAH: We have a quorum and may proceed.</p> <p>23 CHAIR FADULLON: All right. Thank you. Moving on to</p> <p>24 approval of the minutes from the November Land Bank Board</p>
<p style="text-align: right;">Page 3</p> <p style="text-align: center;">P R O C E E D I N G S</p> <p>2 CHAIR FADULLON: Good morning, everybody, and welcome</p> <p>3 to the December Philadelphia Land Bank Board meeting. We</p> <p>4 will start with a statement from our attorney.</p> <p>5 MS. SAAH: Good morning, everyone. Today's Board</p> <p>6 meeting is being held via an authorized communication device</p> <p>7 and is being recorded. Questions and comments may be made</p> <p>8 using the Q&amp;A function or by using the "raised hand"</p> <p>9 function. If you are calling in and not using the Zoom</p> <p>10 webinar link, you may ask questions or make comments by</p> <p>11 pressing star 9 on your phone or using the "raised hand"</p> <p>12 function. Please do not use the chat function. If any</p> <p>13 member of the public has any issues submitting questions or</p> <p>14 comments, please send an email to</p> <p>15 andrea.saa@phila.gov,</p> <p>16 Please note that all questions and comments received</p> <p>17 by email prior to this meeting or through the Q&amp;A function</p> <p>18 during the meeting will be included in the minutes. All</p> <p>19 questions and comments received by yesterday evening were</p> <p>20 yshared with the Board. Also, prior to today's Public</p> <p>21 Session, the Board held an Executive Session during which</p> <p>22 Mr. Rodriguez reviewed the agenda. And that's it.</p> <p>23 CHAIR FADULLON: Thank you, Andrea. And roll call.</p> <p>24 MS. SAAH: Yes. Anne Fadullon?</p>	<p style="text-align: right;">Page 5</p> <p>1 meeting, if there are no questions, comments, edits from the</p> <p>2 Board, can I get a motion on the minutes?</p> <p>3 MR. RUSHDY: Motion to approve.</p> <p>4 MR. BALLOON: Second.</p> <p>5 CHAIR FADULLON: Motion has been made and properly</p> <p>6 seconded to approve the minutes of the November Philadelphia</p> <p>7 Land Bank Board. All in favor?</p> <p>8 (Chorus of ayes.)</p> <p>9 CHAIR FADULLON: Any opposed?</p> <p>10 (No response.)</p> <p>11 CHAIR FADULLON: All right, minutes approved.</p> <p>12 And next, executive director's report.</p> <p>13 MR. RODRIGUEZ: Good morning, Board members and</p> <p>14 members of the public. I just want to inform the Board</p> <p>15 about a couple of events that we just had.</p> <p>16 This past December 4th, we had a groundbreaking for</p> <p>17 Pastor Allen project. This one is especially gratifying in</p> <p>18 that it's taken a while for us to get that project underway</p> <p>19 with multiple revisions.</p> <p>20 So we do have a shovel in the ground. This is a</p> <p>21 unique Turn the Key project in which case, you know, it's</p> <p>22 the first time we've approved and are seeing triplexes and</p> <p>23 duplexes develop.</p> <p>24 So I think it was a great event. We had Mrs. Allen,</p>

**Exhibit A**  
**Philadelphia Land Bank**  
**12/12/2023**

6-9

<p style="text-align: right;">Page 6</p> <p>1 the widow of Pastor Allen, speak, and it was very impactful</p> <p>2 for the adjoining congregation. So that was a great event.</p> <p>3 I also want to call attention for the Board that we're</p> <p>4 having a ribbon cutting in Kensington on William Street on</p> <p>5 December 19th. A notification will be sent around to the</p> <p>6 Board members, in which case we have 15 affordable homes</p> <p>7 that are I believe 85 or 90 percent complete.</p> <p>8 We'll be marketing those. These are also Turn the Key</p> <p>9 projects, and we're just starting to move and crank them.</p> <p>10 CHAIR FADULLON: Thank you, Angel.</p> <p>11 Next, we are moving into the administrative section of</p> <p>12 the agenda, and we will start with approval of the 2024</p> <p>13 basement Board meeting schedule. I don't know about other</p> <p>14 folks' agenda, but mine has a typo saying we're approving</p> <p>15 the meetings for the 2023 year, but we are actually</p> <p>16 approving the schedule for 2024.</p> <p>17 MS. SAAH: Yes. Thank you, Madam Chair. We did</p> <p>18 correct that calendar year typo in the Board package that</p> <p>19 was posted on the Land Bank Board's web site. I just didn't</p> <p>20 send it out again to everyone.</p> <p>21 But it is for the 2024 Board meetings. We have to</p> <p>22 advertise that schedule of meetings in advance for the</p> <p>23 calendar year, so this is important that we approve this</p> <p>24 schedule today.</p>	<p style="text-align: right;">Page 8</p> <p>1 and Phil -- apologies if I -- Jutkiewicz? Oh, good. Lucky</p> <p>2 on that one. So I'll turn it over them, and I believe</p> <p>3 Digesh might have a PowerPoint which we included in the</p> <p>4 packet.</p> <p>5 MR. PATEL: Yes. Thank you, Angel, and good morning,</p> <p>6 Board members. My name is Digesh Patel as Angel mentioned.</p> <p>7 I'm a partner here at Mercadien and responsible to oversee</p> <p>8 the entire engagement of the Philadelphia Land Bank.</p> <p>9 First of all, I'd like to thank Angel and his team,</p> <p>10 Darrin, Alex, everybody that operates on the Land Bank in</p> <p>11 assisting us in getting the audit done, because we come in</p> <p>12 after the year ended, so it's a little bit of a back and</p> <p>13 forth just because we're trying to intrude -- we're trying</p> <p>14 not to intrude on the day-to-day activities, but we have to</p> <p>15 get it done, so we appreciate all the help that they provide</p> <p>16 us.</p> <p>17 And I have a couple of colleagues with me, Matt Daly</p> <p>18 and Phil who helped me do the audit, so they're here to</p> <p>19 answer any questions, so on and so forth.</p> <p>20 So a quick presentation and I'll share my screen, and</p> <p>21 if there are any questions, feel free to interject and we'll</p> <p>22 be more than happy to answer them.</p> <p>23 So again, the results are from June 30, 2023 financial</p> <p>24 year. We'll quickly go through scope of services, the</p>
<p style="text-align: right;">Page 7</p> <p>1 The meeting is generally held on the second Tuesday of</p> <p>2 each month as our usual practice. However, we've decided to</p> <p>3 hold the January and July meetings on the third Tuesday</p> <p>4 because there are five Tuesdays in each of those months and</p> <p>5 they follow holidays. The second Tuesday would be very</p> <p>6 close to the holidays in those months, so hope that agrees</p> <p>7 with everyone.</p> <p>8 CHAIR FADULLON: Thank you, Andrea.</p> <p>9 Any questions or comments on this item from the Board?</p> <p>10 If not, I'll entertain a motion.</p> <p>11 MS. RASHID: So moved.</p> <p>12 MR. GOODMAN: Second.</p> <p>13 CHAIR FADULLON: All right. Motion has been made and</p> <p>14 properly seconded to approve the 2024 Board meeting</p> <p>15 schedule. All in favor?</p> <p>16 (Chorus of ayes.)</p> <p>17 CHAIR FADULLON: Any opposed?</p> <p>18 (No response.)</p> <p>19 CHAIR FADULLON: Motion carries.</p> <p>20 And next we are on to Item IV.B, which is the review</p> <p>21 and acceptance of the Philadelphia Land Bank audited</p> <p>22 financial statements for the year ending June 30, 2023.</p> <p>23 MR. RODRIGUEZ: So Board, I'd like to introduce our</p> <p>24 auditors from Mercadien. We have Digesh Patel, Matt Daly,</p>	<p style="text-align: right;">Page 9</p> <p>1 process and result, and some of the required communications</p> <p>2 that were required to communicate with the Board after the</p> <p>3 audit is complete.</p> <p>4 So the audit was to report on the overall financial</p> <p>5 statements of the Land Bank. As required, we do the audit</p> <p>6 in accordance with generally accepted auditing standards as</p> <p>7 well as government auditing standards, and what government</p> <p>8 auditing standards is really just looking at the internal</p> <p>9 controls over financial reporting and compliance and</p> <p>10 evaluating them, whether they're adequate within the</p> <p>11 environment.</p> <p>12 So we do look at that, and time to time we do come</p> <p>13 across segregation of duties issues and stuff like that, and</p> <p>14 we are required to communicate with the Board.</p> <p>15 The process is a risk-based approach. Every year, we</p> <p>16 do look at the financials from a fresh set of eyes, so to</p> <p>17 speak. We evaluate the accounts to see where the risks are,</p> <p>18 where the higher risk could be, you know.</p> <p>19 Just because we looked at something last year doesn't</p> <p>20 mean it's lower this year. You know, we have to evaluate</p> <p>21 that depending on the change from prior years, the inherent</p> <p>22 changes to the environment, the accounting, so on and so</p> <p>23 forth.</p> <p>24 As I mentioned, we do also evaluate the internal</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

10-13

<p style="text-align: right;">Page 10</p> <p>1 controls over financial reporting and compliance element, 2 and once we do that, we come up with a plan to detail test 3 the account balances, where we do look at the balances, 4 where we do look at the needs, what transactions are 5 planned, the backup, the supporting lack of documentation. 6 And then upon going through our testing, we work with 7 management and draft a financial statement. Both parties 8 review it, make sure that everybody's in agreement with the 9 verbiage in the financial statements and all the account 10 balances as well. 11 From a results perspective, it's an unlocked thread 12 (phonetic) of now the audit is complete, and I believe it 13 has been submitted to the state within the required 14 timelines. 15 It was an unmodified opinion, which is a clean opinion 16 on the financial statements. It's the highest level of 17 assurance you can get on a financial statement audit. 18 And as I mentioned, because we do the audit in 19 accordance with government auditing standards, should we 20 come across any issues, we're required to report that as a 21 finding within the report. 22 And in this case, I'm glad to say there were no 23 findings, so the checks and balances were in place, so were 24 pretty good and adequate considering the environment the</p>	<p style="text-align: right;">Page 12</p> <p>1 So as Digesh mentioned earlier, there were no 2 findings, but we always look for best practices and 3 recommendations that can help the Land Bank continue to do 4 well year in and year out. 5 Three of those items, these are items that, again, 6 don't rise to the kind of level of control deficiency but 7 are best practices, land valuation, doing a third party land 8 valuation. 9 I think that's been something that's been discussed in 10 prior years, but always good to get that land valued by an 11 independent third party. 12 Cost allocations, having a formal policy for any 13 direct and indirect expenses that are allocated from PHDC as 14 a related party. 15 And then analytics and risk assessments. A lot of 16 that has to do with having a formal policy to do that 17 throughout the year, trend analysis, different things that 18 would evaluate internal and external risks prior to kind of 19 a year end audit and cleanup process by Land Bank 20 management. 21 So you know, again, not indicating anything that's 22 going wrong, but just best practices for management to 23 consider going forward. 24 Some of our required communications, we had no changes</p>
<p style="text-align: right;">Page 11</p> <p>1 Land Bank operates in. 2 Financial highlights, I'm going to turn it over to 3 Matt Daley here just to go through some financial highlights 4 and the rest of the presentation. Matt? 5 MR. DALEY: Thank you. Thank you, Digesh. Good 6 morning, everyone. Just to touch on some kind of high level 7 financial highlights, a very consistent year with the prior 8 year in many of the financial metrics. 9 Overall, total assets increased from about \$34.6 10 million to \$42.7 million. The majority of that difference 11 was in the increase in land inventory for some increased 12 contributed capital assets as compared to prior year. 13 The decrease in cash and the increase in receivables 14 basically wash with each other. Similarly, on the liability 15 side, as you can see, \$1.1 million to \$1.08 million in the 16 current year, the majority of that difference being in 17 accounts payable, you know, very consistent year. 18 Net position or the equity of the Land Bank increased 19 \$8.2 million from prior year. You can see there, total 20 revenues were 11.4 less total expenditures of 3.3, arriving 21 at that 8.2, and again, the majority of that being non- 22 operating revenues of the net gain or loss between 23 contributed capital and then the land sales that were 24 completed during the year.</p>	<p style="text-align: right;">Page 13</p> <p>1 to the planned audit procedures and no changes to the scope 2 that we had heading into the audit. 3 There were no new accounting standards adopted. We 4 did have four corrected misstatements or audit adjustments. 5 Three of those were provided by Land Bank staff, so you 6 know, a good job getting those corrected so that those 7 financials that we just went over are reasonably stated for 8 that year end. 9 And happy to report that we had no uncorrected 10 misstatements, which would be variances that we would have 11 noted in the testing that weren't posted as adjustments, but 12 as I said, everything kind of got captured in those four 13 adjustments. 14 In terms of estimates, very consistent with prior year 15 and reasonable approach with the estimates. We did have one 16 change in that GASB 87 was implemented last year, and that 17 was backed out for this year's presentation as I believe 18 it's now reported solely with PHDC. But as I said, 19 management's estimates were reasonable as they were in the 20 prior year. 21 And happy to report, we received full cooperation from 22 management and the staff, no disagreements with management 23 and no other findings or issues to report at this time. 24 Obviously these are our core values at Mercadien, and</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

14-17

<p style="text-align: right;">Page 14</p> <p>1 also the next slide, we have our contact information should 2 you have any questions. Happy to address any questions that 3 you might have now, but should there be any down the road 4 that come to mind, we're always happy and ready to help out 5 in any way we can.</p> <p>6 MR. PATEL: Thank you, Matt. That's all we have from 7 our end today for the financial results for 2023, and as 8 mentioned, if there are any questions, we're more than happy 9 to answer them.</p> <p>10 CHAIR FADULLON: Thank you. Thank you all. 11 Any questions or comments from the Board about the 12 financial statements? Go ahead.</p> <p>13 MR. SAUER: I just have one question and I'm not sure 14 it's for the auditors or for the Land Bank staff, but the 15 revenue seemed like it was pretty significant, \$11 million 16 something. I can't remember the exact amount.</p> <p>17 And I assume maybe part of that is the funds, the 18 operating funds the Land Bank gets from the City, but the 19 other dollars sound like they were from land sales.</p> <p>20 My question, does that money remain with the Land Bank 21 or does it go back to the City?</p> <p>22 MR. PATEL: So the way GAAP accounting works is, 23 because the Land Bank is a governmental entity, we have to 24 follow the government auditing standards for audits that are</p>	<p style="text-align: right;">Page 16</p> <p>1 clarification.</p> <p>2 MR. JOHNS: What was the land sales?</p> <p>3 MR. RODRIGUEZ: So let me explain this. We had, in 4 terms of gross revenues, in terms of land sales, there were 5 \$329,000, a hundred and thirty nine. But you have to net 6 that after the value of the property.</p> <p>7 So it should be important that everybody understand, 8 that's why we appraise the value. So that might be cash 9 coming in, but it's far less than what the value of the land 10 was.</p> <p>11 So if you're looking at it on cash, what we brought 12 in, 329, but we definitely didn't make money off the land 13 sales. So we actually took a loss on these.</p> <p>14 So it's really hard when you ask a cash question, when 15 you have to really look at how the Land Bank operates, 16 because a lot of the land we're selling is at a discounted 17 rate if not all the land we're selling is at a discounted 18 rate. So that's just cash. That's not really the value of 19 what our revenue is.</p> <p>20 I think, Digesh, correct me if I'm wrong, but I think 21 it's safe to say we don't make revenue, we don't get revenue 22 from land sales.</p> <p>23 MR. PATEL: Correct, correct. And like I said before, 24 because the purpose of the Land Bank is to sort of, I guess,</p>
<p style="text-align: right;">Page 15</p> <p>1 issued by the authority provided by the government side.</p> <p>2 And what they say is that the land, contributed land 3 that's recorded, we have to record it at fair market value, 4 right. So let's say a piece of property gets donated to the 5 Land Bank from the City. It comes at zero transaction 6 value, but the fair value of the land, let's say it's 7 \$100,000. We have to record \$100,000 gain, right.</p> <p>8 So it's not actual cash. It's really just a non-cash 9 value, because what happens is, let's say five years from 10 now when the Land Bank sells the property and it sells at 11 \$50,000, what we do is then an adjustment is made to 12 recognize the \$50,000 in cash, and a \$50,000 loss.</p> <p>13 So it washes itself out as the properties come in and 14 go out, but it really has no cash value. It's just that 15 because we have to follow the accounting standards, we have 16 to record them at a higher value than it would be donated 17 for. It has no impact on Land Bank's cash balance. It's 18 strictly non-cash.</p> <p>19 The revenue from the City, it was about \$3 million. 20 Consistent with prior, that's cash and that's what the Land 21 Bank had received.</p> <p>22 MR. DALY: And it doesn't revert back to the City. It 23 would remain in equity with Land Bank.</p> <p>24 MR. SAUER: Great. Thank you. It's a helpful</p>	<p style="text-align: right;">Page 17</p> <p>1 improve these properties and get them out for development 2 purposes, there's really no gain on the property.</p> <p>3 When they sell it, it's either at a nominal value or 4 way below than what the fair market value would be for when 5 it was recorded. It could be in a prior year, it was 6 recorded at \$100,000, but if the land was sold for \$10,000, 7 technically there was a \$90,000 loss.</p> <p>8 Yes, the Land Bank did receive \$10,000 in cash that it 9 never had, but that's in the operating expenses, right, in 10 managing the day-to-day activities of the Land Bank and 11 paying people's salaries, so on and so forth.</p> <p>12 CHAIR FADULLON: Go ahead, Mo.</p> <p>13 MR. RUSHDY: So thank you for the presentation. So 14 the inventory, that's based on the appraised value?</p> <p>15 MR. PATEL: The inventory is based on, we use the OPF 16 or the OPM values. The City has a data base that shows 17 value of each property, right. So we use those values.</p> <p>18 Now, think about it this way. When you go, when you 19 buy a house, right, there's a value associated with the 20 house, but that's not the value that you pay for it. You 21 may pay over or under, depending on the market rates of that 22 property.</p> <p>23 So the OPM has a value which we use to record it, 24 because that's some metric that we can use, right, instead</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

18-21

<p>Page 18</p> <p>1 of having an independent party come in and charge you, I</p> <p>2 don't know, maybe half a million dollars to do that work, we</p> <p>3 use OPM as an alternative source to determine a fair market</p> <p>4 value of that property. And that's where it's recorded at.</p> <p>5 MR. RUSHDY: But speaking out loud here, so if you</p> <p>6 have a property that is recorded in, depending on the OPM</p> <p>7 value, at \$100,000 but it gets disposed at \$2,000 in terms</p> <p>8 of cash, you're basically netting a negative \$98,000 overall</p> <p>9 when it's all said and done. Is that correct? Maybe your</p> <p>10 cash went up \$2,000, but your inventory goes down.</p> <p>11 MR. RODRIGUEZ: If I could, there's a little bit of a</p> <p>12 nuance. First, it's OPA, not OPM. We're using the OPA</p> <p>13 value which is, for tax purposes, that's the assessment for</p> <p>14 the tax millage on real estate taxes, right, which is far</p> <p>15 lower than the fair market value. Fair market value is</p> <p>16 assessed through an audit.</p> <p>17 So our inventory, which most of it, you know, we're</p> <p>18 moving it incrementally, but a lot of it is not moving, so</p> <p>19 we utilize the OPA value after the new assessment which</p> <p>20 comes out from OPA every year, and that will show an</p> <p>21 increase in the OPA value.</p> <p>22 When we go to sell or dispose of that property, under</p> <p>23 the disposition policy, we're required to get statement of</p> <p>24 value or an appraisal. That then is higher than the OPA</p>	<p>Page 20</p> <p>1 (No response.)</p> <p>2 CHAIR FADULLON: We do have one question in the chat</p> <p>3 which I think we answered, but let's just make sure, because</p> <p>4 there was a lot of conversation as, how much of total</p> <p>5 revenues were for land sales. Do we have that number?</p> <p>6 MR. RODRIGUEZ: Definition of revenue, we got zero for</p> <p>7 revenue, but cash sales, we made \$329,000 approximately in</p> <p>8 cash, what we received for cash. We lost money on the</p> <p>9 sales, though, so there was no revenue.</p> <p>10 CHAIR FADULLON: All right. Got it. Okay. Thank</p> <p>11 you. Alrighty. Can I get a motion from the Board on the</p> <p>12 financial statements?</p> <p>13 MR. RUSHDY: Motion to approve.</p> <p>14 MR. BALLOON: Second.</p> <p>15 CHAIR FADULLON: Motion has been made and properly</p> <p>16 seconded to approve the, or to accept the Land Bank audited</p> <p>17 financial statements for year ending June 30, 2023. All in</p> <p>18 favor?</p> <p>19 (Chorus of ayes.)</p> <p>20 CHAIR FADULLON: Any opposed?</p> <p>21 (No response.)</p> <p>22 CHAIR FADULLON: All right. Motion carries. And next</p> <p>23 we're going to review and approve the Land Bank fiscal year</p> <p>24 2024 budget and the financial report, the year-to-date</p>
<p>Page 19</p> <p>1 value, so when we sell the property at a discounted rate, it</p> <p>2 may have been an OPA value of, you know, \$30,000, but the</p> <p>3 fair market value for a vacant lot could be in certain areas</p> <p>4 \$100,000.</p> <p>5 So the realized loss is actually the \$100,000, not the</p> <p>6 OPA value, because we would then have to restate the value</p> <p>7 of that asset before we dispose of it.</p> <p>8 So in this way, as Digesh was trying to say, OPA</p> <p>9 allows us, because they use a regional kind of auditing</p> <p>10 process or market value process for millage, gives us a</p> <p>11 starting point.</p> <p>12 But because how we dispose is far lower than the total</p> <p>13 gross inventory we have, we would make those adjustments as</p> <p>14 we move forward. But we're not making money off of</p> <p>15 dispositions, I will just say.</p> <p>16 MR. RUSHDY: Right. But I just want to be sure,</p> <p>17 again, that the gross inventory land value that you have on</p> <p>18 that audit report, is it the OPA value or is it the --</p> <p>19 MR. RODRIGUEZ: OPA value and market --</p> <p>20 MR. RUSHDY: Yes --</p> <p>21 MR. RODRIGUEZ: -- in the fiscal year.</p> <p>22 MR. RUSHDY: Okay. Thank you.</p> <p>23 MR. RODRIGUEZ: You're welcome.</p> <p>24 CHAIR FADULLON: Any other questions from the Board?</p>	<p>Page 21</p> <p>1 financial report.</p> <p>2 MR. RODRIGUEZ: So I'll be making that presentation.</p> <p>3 Please let me know if the Board can see this. So can the</p> <p>4 Board see this?</p> <p>5 MR. SAUER: Yes.</p> <p>6 MR. RODRIGUEZ: So in this year, just, I'll go to the</p> <p>7 bottom, the difference in the total value of what we had,</p> <p>8 total revenue from -- and again, when I say "revenue," this</p> <p>9 is general fund allocations from the City's general fund.</p> <p>10 That is how the Land Bank operates.</p> <p>11 And last year we had \$3,147,000, but general funds</p> <p>12 allocated were \$3,000,000. Total revenue this year was \$3.5</p> <p>13 million. So I will say, once we got the 3.5, we used the</p> <p>14 half-million dollars basically to pay off our insurance</p> <p>15 costs, and I'll get to that insurance costs here, which I'm</p> <p>16 pointing, if everybody can see, 530, so we paid that off.</p> <p>17 But for the most part, our complement of staff has</p> <p>18 stayed the same. In terms of professional staff and</p> <p>19 salaries and cost allocations, they have gone up by \$87,000.</p> <p>20 I will say, though, on the fringe benefits side, just</p> <p>21 so everyone is aware how we get our benefits and all of</p> <p>22 that, the Land Bank is, you know, with our MOU and PHDC and</p> <p>23 the complement of staffing, you know, we shop around.</p> <p>24 So we got a really good -- group life insurance went</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

22-25

<p style="text-align: right;">Page 22</p> <p>1 down. Health and medical contributions went down. I would 2 have to say that the service for medical benefits has not 3 gotten as, you know, is really good, and to get it at a 4 lower rate is impressive.</p> <p>5 Legal fees, we have a new CBA. Unemployment went 6 down. Obviously, pensions slightly up by \$14,000. But for 7 the most part, we're done by about approximately \$30,000, 8 \$29,949.</p> <p>9 Next you'll see that our general liability in terms of 10 significant change will be -- went down \$20,000 from last 11 year. I will comment that last year, there was a bit of 12 confusion between myself and the Finance Department about 13 property management.</p> <p>14 In past years, if the Board will remember, we've 15 always had half a million dollars in this line item. So 16 last year, because of how we -- we were not given an 17 allocation. This was really carryover money that we had 18 utilized to operate.</p> <p>19 So this year, I made a point of increasing that line 20 item, and that's why that line item went up \$300,000. I 21 will see that as you see the weather patterns, a lot of our 22 vacant land have trees. With the soaking rains, we've had a 23 lot of issues with trees falling over and having to be 24 removed, high weeds.</p>	<p style="text-align: right;">Page 24</p> <p>1 (No response.)</p> <p>2 CHAIR FADULLON: All right. Seeing none, can I get a 3 motion?</p> <p>4 MR. KOONCE: Motion to approve.</p> <p>5 MS. GONZALEZ: Second.</p> <p>6 CHAIR FADULLON: Motion has been made and properly 7 seconded to approve the Land Bank fiscal year 2024 budget 8 and the year-to-date financial report. All in favor?</p> <p>9 (Chorus of ayes.)</p> <p>10 CHAIR FADULLON: Any opposed?</p> <p>11 (No response.)</p> <p>12 CHAIR FADULLON: All right, motion carries. And that 13 brings us to Item IV.D, which is an amendment to an already 14 approved disposition.</p> <p>15 MR. RUSHDY: Madam Chair, I would like to recuse 16 myself from this item, please.</p> <p>17 CHAIR FADULLON: Thank you. So we'll note for the 18 record that Mo Rushdy has recused himself from this item due 19 to a conflict with he being in the ownership structure to 20 where the project -- all right.</p> <p>21 So, staff, carry on with the presentation.</p> <p>22 MR. LAWRENCE: Thank you, Madam Chair. Thank you, Mo. 23 Today the item in front of us comes on behalf of BMK 24 Properties, LLC.</p>
<p style="text-align: right;">Page 23</p> <p>1 So it's really important for us to do that, and also 2 we are focusing on our structures so that we stabilize them 3 so they're not considered blighting elements, and we can 4 avoid any further conservatorship cases that are coming 5 forward.</p> <p>6 Other than that, our rental space, the significant 7 change would be, we moved from one side of the floor to the 8 other, to a smaller, more compact space. So because we have 9 less square footage, you'll see the difference there.</p> <p>10 And then subscriptions and publications, we don't 11 generally use that so we just dropped that for the most 12 part.</p> <p>13 So overall, you'll see that increase in our general 14 fund allotment. We did spend it on insurance. But for the 15 most part, we're kind of on par from last year.</p> <p>16 Any questions from the Board?</p> <p>17 MR. GOODMAN: Just one. So just to clarify, for the 18 maintenance, so there was maybe some incremental increase in 19 maintenance, but really, it was really just kind of a 20 spreadsheet issue, essentially, in terms of where the money 21 was?</p> <p>22 MR. RODRIGUEZ: Correct.</p> <p>23 MR. GOODMAN: Got you. Thanks.</p> <p>24 CHAIR FADULLON: Other questions from the Board?</p>	<p style="text-align: right;">Page 25</p> <p>1 Just a bit of background. Pursuant to Board 2 Resolution No. 2022-39, which was adopted in October of 3 2022, which ultimately had amended Resolution No. 2021-52 4 which was initially adopted in November of 2021, the 5 applicant was approved for the development of a mixed income 6 project.</p> <p>7 That project included 41 single-family homes and two 8 duplex units. The project itself proposed 22 affordable 9 units. Those 22 units were composed of 12 single-family 10 units at 100 percent of AMI and two duplex units that were 11 at 100 percent of AMI as well. It also included eight 12 single-family units which were to be sold at 80 percent of 13 AMI in addition to the rest of the units in the project 14 which was 21 market rate units.</p> <p>15 After further evaluation of the units proposed on 16 commercially zoned blocks, particularly on the Kensington 17 addresses in the package, the applicant has presented 18 updated plans that will facilitate a by-right mixed use 19 residential development on those parcels, those of which 20 will better align with the development along the corridor.</p> <p>21 Today the request is for the Board to approve a change 22 in the development plans that will remove four single-family 23 affordable units on those properties along Kensington Avenue 24 which were to be sold at 100 percent of AMI.</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

26-29

<p style="text-align: right;">Page 26</p> <p>1 In exchange, what will happen is a revision of plans 2 that will allow for BMK to build eight market rate rental 3 units and two commercial units in two separate three-story 4 structures on those Kensington Avenue properties. 5 In exchange for the modification being presented here, 6 the development will make seven of the market rate 7 homeownership units available to purchasers with household 8 incomes at or below 100 percent of AMI. 9 The outcome of all of this is that the approval of 10 this request will mean a net increase of three affordable 11 single-family units will be sold at 100 percent of AMI, 12 which will ultimately result in the project as a total of 13 eight homeownership units that will have 80 percent of AMI 14 income restrictions and 17 homeownership units at 100 15 percent of AMI, and then 14 market rate homeownership units, 16 eight market rate rental units, and then again the two 17 commercial units on Kensington Avenue in the mixed use 18 structure being presented. 19 All the terms of the previous resolutions in 2021 and 20 2022 will remain the same, that of which include the 21 placement of a Declaration of Restrictive Covenants on all 22 the affordable properties that will allow us to maintain 23 affordability for a minimum of 15 years and a maximum of 30 24 years, and the requirements also income certify home buyers</p>	<p style="text-align: right;">Page 28</p> <p>1 MR. RODRIGUEZ: If I could, the amendment was, the 2 Board had previously approved a mixed income, right, 3 project. So there was a mix of 51 percent affordable, 49 4 percent market rate. This was already approved. 5 Because of the zoning, which the proposal was to have 6 affordable housing on Kensington Avenue, because of the 7 OM2.5, you couldn't down-zone it there. 8 So we made an agreement so that the net of single- 9 family homes went up. So we have more single-family homes 10 at 100 percent -- 80 percent of AMI, and then the balance 11 would be still market rate. 12 So it's in compliance with what the Board had already 13 approved and also with the disposition policy. 14 MS. GONZALEZ: So just to clarify, so you're saying 15 that on -- the project still needs at least 50 percent, 51 16 percent affordability at 80 AMI? 17 MR. LAWRENCE: Eighty and a hundred percent. There's 18 a mix of 100 percent of AMI and 80 percent of AMI, and these 19 are single-family homes. 20 So all of the affordable houses will be 80 percent and 21 100 percent of AMI. There are also, all of these homes are 22 also qualified for Turn the Key funding as well. 23 MS. GONZALEZ: Right. So the 80 percent of AMI, 24 what's the percentage of the project?</p>
<p style="text-align: right;">Page 27</p> <p>1 as well. 2 So today, staff recommends that the Board approve the 3 proposed revision of plans and development, and revised 4 plans for structures to be built at 2639, 2641, 2643 and 5 2653 Kensington Avenue are attached to this package. Thank 6 you. 7 CHAIR FADULLON: And so the short version of that is, 8 the project is being amended to conform with the existing 9 zoning and to increase the affordability. 10 MR. LAWRENCE: Correct. 11 CHAIR FADULLON: Yes? Okay, great. Thank you. 12 Any questions or comments on this item from the Board? 13 Do I have any Board questions? 14 MS. GONZALEZ: Hi, Madam Chair. 15 CHAIR FADULLON: I'll get to you, Andrea. Yes. 16 MS. GONZALEZ: So, just question. When you're saying 17 "increase affordability," now all these, you know, the 18 change, the development change is for all at 100 percent of 19 AMI, correct? 20 MR. LAWRENCE: Well, there's additional units being 21 sold at 100 percent of AMI in addition to the units that 22 were being sold at 80 percent of AMI as well, so there's a 23 net gain of three more units that will be affordable at 100 24 percent of AMI.</p>	<p style="text-align: right;">Page 29</p> <p>1 MR. LAWRENCE: That is eight units in total. Eight of 2 the units will be sold at 80 percent of AMI. 3 MS. GONZALEZ: And that represents what percentage of 4 the project? 5 MR. LAWRENCE: Allow me to do that math. 6 MR. GOODMAN: (Inaudible) twenty percent, roughly. Is 7 it 42 total residential units now, is that right? 8 MR. LAWRENCE: That would be correct, 42, yes. 9 MR. GOODMAN: So eight out of 42, yeah. 10 CHAIR FADULLON: Right. 11 MS. GONZALEZ: Yes. I think I just have a different 12 definition of affordability. I think at 100 percent, that's 13 more market, so -- but totally, 80 percent, you're saying 14 that it's going to increase by three? 15 MR. RODRIGUEZ: No. Total affordable, we're going to 16 increase. And also, let me just share this with the Board 17 that what we're seeing with Turn the Key. 18 Because we're targeting, you know, obviously the 19 priority are employees, what we've seen at closings are the 20 following. 21 We're seeing that like home buyers are getting average 22 mortgage amounts that they're financing at about \$167,000 to 23 \$170,000, down from the \$280,000. 24 Also, we're seeing monthly mortgage payments range</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

30-33

<p style="text-align: right;">Page 30</p> <p>1 from \$962 a month to \$1,340, \$1,360 on average. I will 2 remind the Board that PHFA's three-bedroom rents right now 3 are \$1,450, all right. 4 And also, the AMI of the approved home buyers are 5 averaging 67 percent of AMI, because as City employees 6 they're at 45 percent -- or \$45,000 or below. The lowest 7 we've seen is about \$36,000 a year. 8 So it may seem that way because of legislation and 9 that's the marriage of getting development and leveraging 10 the capital, private capital market, but in terms of sales 11 and affordability, we're really hitting that mark. 12 MS. GONZALEZ: Right. No, I understand that. But I'm 13 thinking that, you know, as it relates to being really more 14 specific and targeting lower income families, then, you 15 know, having that maximum threshold of let's say 80 percent 16 or whatever percentage it may be, it just makes it easier 17 and more responsive to what's happening in the communities. 18 CHAIR FADULLON: It's just tricky, right, because the 19 program guidelines go up to 100 percent of median for Turn 20 the Key. The disposition policy goes up to 120 percent of 21 median for affordability, right. 22 We know what's happening with the reality of incomes 23 in the neighborhood that's much lower than that, and then we 24 also have construction costs, right.</p>	<p style="text-align: right;">Page 32</p> <p>1 MR. LAWRENCE: Third floor. 2 MR. JOHNS: 2653. They've got a sleep -- it says 3 sleeping, but it's literally a hallway. 4 MS. SAAH: I believe that was intended to be, just 5 having helped to put the fact sheet together, that was 6 intended to be a studio apartment. 7 MR. LAWRENCE: That is a studio, correct. 8 MR. JOHNS: And I don't see -- so the single-family 9 units, they didn't include them in the packet? 10 MR. LAWRENCE: The single-family unit design hasn't 11 changed. It's as previously approved. 12 MR. JOHNS: That was it. 13 CHAIR FADULLON: Any other questions from the Board? 14 (No response.) 15 CHAIR FADULLON: Seeing none, Andrea, did we receive 16 any comments from the public on this item? 17 MS. SAAH: We did not receive any comments from the 18 public about this revision. 19 CHAIR FADULLON: Okay, great. And do we have any 20 members of the public that wish to comment on this item? We 21 do have a hand up from 267-271-3552, and I'd ask you, when 22 you get un-muted, to please state your name for the record. 23 (Pause.) 24 CHAIR FADULLON: Go ahead, please.</p>
<p style="text-align: right;">Page 31</p> <p>1 And I think the public sector, other than the land 2 value, doesn't put any other subsidy into the capital cost, 3 and so the numbers have to work, right. 4 And I think we know it's just very difficult to 5 construct a unit, given what construction costs are, that 6 can start out at a deeper level of affordability and that's 7 what Turn the Key is about, is to get that \$75,000 in there 8 to buy down the price. 9 Of course, I think we'd all like to see it go, you 10 know, get less expensive, but I think we also have to pay 11 attention to what, the reality of what it is costing to 12 build something these days. So, yeah, it's a trick 13 calculation. Any other -- 14 MS. GONZALEZ: No, I understand. 15 CHAIR FADULLON: Go ahead, sorry. Yeah. 16 Any other questions or comments from the Board? 17 MR. JOHNS: I have a question. The plans that are in 18 the packet, are they affordable units? Are they -- 19 MR. LAWRENCE: Those are market rate. Those are the 20 market rate rental units. 21 MR. JOHNS: Those are market rate rental units. And 22 the third floor at 2653 Kensington is efficiency? That's an 23 efficiency unit, correct? I'm hoping that's not trying to 24 be a one-bedroom.</p>	<p style="text-align: right;">Page 33</p> <p>1 MS. FERNANDEZ: Hello? 2 CHAIR FADULLON: Yes. We can hear you. 3 MS. FERNANDEZ: Okay, good. This is Adrienne 4 Fernandez with Swampoodle Neighborhood Parcels Association 5 ROC. I have one first question. Are we commenting by 6 specific address here or by the subject matter of the turn 7 key? 8 CHAIR FADULLON: This is a disposition that had been 9 approved by the Board that is just coming back because there 10 was a plan change. 11 Jessie, I don't have the addresses on my -- it's 12 somewhere on Kensington Avenue. I don't have the addresses 13 on my agenda. 14 MS. FERNANDEZ: Okay. I just wanted to be sure. So 15 therefore, you're taking comments from those affected areas 16 and affected ROCs? 17 CHAIR FADULLON: Well, we're taking comments on 18 anybody who has a comment on this particular item, which is 19 a plan change, right. The disposition has already been 20 approved. This is just coming back for a plan change. 21 MS. FERNANDEZ: Plan change on price and design? 22 MR. LAWRENCE: This is a plan change on specifically 23 2639, 2641, 2643 and 2653 Kensington Avenue. 24 MS. FERNANDEZ: Right. Would that be a change on the</p>

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## Exhibit A

Philadelphia Land Bank  
12/12/2023

34-37

<p style="text-align: right;">Page 34</p> <p>1 design of the plan and the affordability or prices of the 2 plan?</p> <p>3 MR. LAWRENCE: It's a plan change --</p> <p>4 CHAIR FADULLON: Yes.</p> <p>5 MR. LAWRENCE: Yes, yes.</p> <p>6 MS. FERNANDEZ: Sorry. My link to the documents 7 disappeared.</p> <p>8 CHAIR FADULLON: Yeah, the affordability increased and 9 then the number of affordable units increased, and then 10 there was a plan change to allow commercial on the site in 11 order to conform with the zoning.</p> <p>12 MS. FERNANDEZ: Okay. With respect that I'm not 13 affected in that area, for the affordability, I do agree 14 it's not affordable and I don't see where the current 15 problem of inflation in multiple areas of basic expenses, 16 the unusual increases in cost of food, clothing, medical, 17 and other basic expenses, especially for people who work, 18 are being considered.</p> <p>19 Will the price of these units fall between the 20 \$280,000 for the single-family homes and the \$99,000?</p> <p>21 MR. RODRIGUEZ: They will be 280.</p> <p>22 MS. FERNANDEZ: Okay. I think they're too expensive. 23 I'm not going to speak on design because I no longer have 24 access to the link that had the participant information. I</p>	<p style="text-align: right;">Page 36</p> <p>1 a level playing field of affordable, of low affordable units 2 for people with low wage as well as moderate incomes.</p> <p>3 And so for the Land Bank to continue to support this 4 \$280,000, the City is in the business of gentrifying these 5 areas because what you do with the \$280,000, what we've 6 found already -- and this is why I'm going to put it on the 7 record -- is that you're increasing the housing prices in 8 these areas.</p> <p>9 So therefore, although it's not a City property, but 10 we find realtors are using the fact that the City is 11 proposing \$280,000 as their base line to say, well, if the 12 City sells it, we can sell it, okay.</p> <p>13 So therefore, people who are not associated or not 14 going for City properties have found that the housing prices 15 are upping, what normally might have been \$180,000 or 16 \$170,000, is now jumping up to \$280,000.</p> <p>17 And the City at that point is not keeping a level 18 playing field for those who are less fortunate or less of a 19 financial, you know, have financial income.</p> <p>20 And so I think you really need to take a look at this 21 Turn the Key. It sounds good, but what you're doing, you're 22 turning the neighborhoods and you're turning it into more 23 upscale -- \$280,000 is considered lower market rate. Five 24 hundred thousand is market rate and \$700,000, but \$280,000,</p>
<p style="text-align: right;">Page 35</p> <p>1 did ask for that, so I'm just waiting to get that back.</p> <p>2 I'll come back to comment on other addresses that are 3 in my area. Thank you.</p> <p>4 CHAIR FADULLON: Thank you.</p> <p>5 And next we have Call-In User 1.</p> <p>6 MS. GREEN: Hi. I just want to piggyback -- this is 7 Tiffany Green from ROC down in South Philadelphia. I want 8 to piggyback on the last caller because I had not had a 9 chance to talk about this, but the \$280,000 homes that are 10 being proposed to Turn the Key, I just want to put on the 11 record that what we're finding is that is very expensive and 12 the community members I know down in this area are not -- 13 saying it's too expensive, and that at this particular 14 point, I just want to make the statement that the money 15 should be put on the front end and not on the back end.</p> <p>16 And that would allow for more participation in terms 17 of homeownership. The City of Philadelphia should not be in 18 the business of selling market rate houses at \$280,000.</p> <p>19 We've had more than 100,000 of market rate both in 20 terms of apartment units and single-family homes in 21 Philadelphia since 2012.</p> <p>22 And to have a small amount of City property left, 23 which is roughly, I don't know, around 20,000, maybe, they 24 should be really focusing on trying to at least try to build</p>	<p style="text-align: right;">Page 37</p> <p>1 things that initially was considered market rate housing 2 back in 2015, 2014.</p> <p>3 And so these prices are really market rate prices.</p> <p>4 And so to continue to support this, I think it needs to be 5 some changes for 2024 going forward, and I'm going to sum it 6 up, and I think you really need to re-think this.</p> <p>7 It should be on the front end and bring it down to 8 \$180,000, \$170,000, that allows for more participation from 9 the community. Thank you.</p> <p>10 CHAIR FADULLON: All right. I don't see any other 11 hands up from the public, so I'll entertain a motion from 12 the Board on this item.</p> <p>13 MR. KOONCE: Motion to approve.</p> <p>14 MR. BALLOON: Second.</p> <p>15 CHAIR FADULLON: Motion has been made and properly 16 seconded to approve the amendment to this disposition for 17 Resolution No. 2022-39 and 2021-52. All in favor?</p> <p>18 (Chorus of ayes.)</p> <p>19 CHAIR FADULLON: Any opposed?</p> <p>20 (No response.)</p> <p>21 CHAIR FADULLON: All right. Motion carries. And that 22 brings us to the property disposition section of our agenda. 23 We're going to start initially with Item V.A(1), which is an 24 unsolicited development for affordable housing.</p>

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## Exhibit A

Philadelphia Land Bank  
12/12/2023

38-41

<p style="text-align: right;">Page 38</p> <p>1 MR. LAWRENCE: Thanks again, Madam Chair. Today we're</p> <p>2 asking the Board to authorize the disposition of five lots</p> <p>3 to Soar City Development Company for development of five</p> <p>4 affordable single-family homeownership units in Strawberry</p> <p>5 Mansion.</p> <p>6 Each unit will be two stories with three bedrooms and</p> <p>7 two bathrooms, roughly 1,000 square feet. Maximum sales</p> <p>8 price will be \$280,000, targeting those at or below 100</p> <p>9 percent of AMI, as all units will be eligible for the</p> <p>10 Neighborhood Preservation Initiatives, Turn the Key program.</p> <p>11 The properly list includes 2502, 2503, 2542, and 2552</p> <p>12 as well as 2559, excuse me, North 28th Street, all in the</p> <p>13 Fifth Council District.</p> <p>14 The proposal was unsolicited and evaluated pursuant to</p> <p>15 the disposition policy. Developer will purchase the</p> <p>16 property for \$5,000. Evidence of financing has been</p> <p>17 provided. The applicant is compliant and in good standing</p> <p>18 with the City of Philadelphia.</p> <p>19 The project will be subject to an economic opportunity</p> <p>20 plan and also subject to an irrevocable power of attorney</p> <p>21 and right of re-entry/reverter.</p> <p>22 The project will also be subject to use restrictions</p> <p>23 and income verification as a Declaration of Restrictive</p> <p>24 Covenants will be placed on all the properties to make sure</p>	<p style="text-align: right;">Page 40</p> <p>1 a three-bedroom house. This is a two-bedroom house with a</p> <p>2 den or something on the first floor. It's not a real three-</p> <p>3 bedroom, livable unit.</p> <p>4 And I think we need to really consider how we're</p> <p>5 accepting these plans for families to live in and call this</p> <p>6 a three-bedroom affordable unit where people are going to</p> <p>7 walk through your bedroom to go to the backyard. That's</p> <p>8 insane. Would you like to live like that?</p> <p>9 I think we've got to look at the way these things are</p> <p>10 designed and not just say, okay, this is now affordable, so</p> <p>11 hell, give them anything. That's my comment.</p> <p>12 CHAIR FADULLON: Thank you. Any other comments or</p> <p>13 questions from the Board?</p> <p>14 MS. GONZALEZ: I would just like to say that I feel</p> <p>15 the same way. I think just because it's affordable doesn't</p> <p>16 mean that it has to, you know, we don't have to think about</p> <p>17 how the people that are going to occupy the units are going</p> <p>18 to live there.</p> <p>19 And one of the things that, you know, we want to make</p> <p>20 sure that do also is have stability in communities. And you</p> <p>21 have stability when you have decent affordable housing for</p> <p>22 the people that it's proposing to serve.</p> <p>23 So I think there has to be more thought as these plans</p> <p>24 are developed to make sure that we are really, you know,</p>
<p style="text-align: right;">Page 39</p> <p>1 that these units will remain for a minimum of 15 years.</p> <p>2 Thank you.</p> <p>3 CHAIR FADULLON: Thank you. Any questions or comments</p> <p>4 on this item from the Board?</p> <p>5 MR. JOHNS: Are these the plans that are in the</p> <p>6 packet, the floor plans?</p> <p>7 MR. LAWRENCE: They are.</p> <p>8 MR. JOHNS: I know I've commented on this several</p> <p>9 times to various Board meetings. These units are horrible</p> <p>10 from a design standpoint.</p> <p>11 You've got a bedroom on the first floor that you have</p> <p>12 to go through to get to the backyard. If your trash is in</p> <p>13 the backyard, you have to bring your trash through your</p> <p>14 bedroom.</p> <p>15 Where you have the living room shown is really a</p> <p>16 dining room. Where do you put your dining room table in</p> <p>17 this place?</p> <p>18 If this is a three-bedroom house, you could</p> <p>19 theoretically have six people living there. Where do they</p> <p>20 eat dinner? Where do they sit down?</p> <p>21 You literally come into the kitchen, there's, what, a</p> <p>22 love seat, nowhere to eat, and you go through the bedroom to</p> <p>23 go to the backyard.</p> <p>24 This is not a real legitimate space, living place for</p>	<p style="text-align: right;">Page 41</p> <p>1 that the developer is really looking to develop a unit for</p> <p>2 that community and for the people that are going to occupy</p> <p>3 it.</p> <p>4 CHAIR FADULLON: Thank you both for those comments.</p> <p>5 Any other comments or questions from the -- go ahead,</p> <p>6 Mike Koonce.</p> <p>7 MR. KOONCE: I can't support this because of what I</p> <p>8 believe is a lack of community input. I think we need to do</p> <p>9 a better job of making sure that there's community input in</p> <p>10 all of these projects.</p> <p>11 CHAIR FADULLON: Thank you, Mike. Any other comments</p> <p>12 or questions from the Board?</p> <p>13 MR. RUSHDY: I had a question to Angel. Angel, can</p> <p>14 you please just clarify for the group and for the public</p> <p>15 what the process is for community engagement?</p> <p>16 MR. RODRIGUEZ: The developers are provided a packet.</p> <p>17 They are required to notice the neighborhood and the</p> <p>18 affected area. There is a defined area.</p> <p>19 They are also provided a list of community groups and</p> <p>20 ROCs in the area. We expect them to reach out to them and</p> <p>21 have a community meeting prior to qualifying to be presented</p> <p>22 to the Board. And that packet has to be submitted to the</p> <p>23 staff for review.</p> <p>24 MR. RUSHDY: Has the applicant reached out to the ROCs</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

42-45

<p style="text-align: right;">Page 42</p> <p>1 that were sent in the package?</p> <p>2 MR. RODRIGUEZ: Jessie, can you address that, please?</p> <p>3 MR. LAWRENCE: Yes. The applicant has stated that</p> <p>4 they have reached out to the ROCs provided.</p> <p>5 MR. RUSHDY: So have the applicant met the</p> <p>6 requirements that is put forth by the Land Bank rules and</p> <p>7 procedures for community engagement?</p> <p>8 MR. LAWRENCE: They've met our requirements.</p> <p>9 MR. RUSHDY: Thank you very much.</p> <p>10 MS. GONZALEZ: I have a question. So how was those</p> <p>11 requirements documented?</p> <p>12 MR. RODRIGUEZ: Upon receipt --</p> <p>13 MR. LAWRENCE: Provide --</p> <p>14 MR. RODRIGUEZ: Go ahead, Jessie.</p> <p>15 MR. LAWRENCE: You were about to say the same thing, I</p> <p>16 believe, provide a completed version of the community</p> <p>17 outreach package that we provide to them.</p> <p>18 MS. GONZALEZ: So there were copies of letters that</p> <p>19 are sent to the ROCs and the community?</p> <p>20 MR. LAWRENCE: There was a copy of a letter that was</p> <p>21 sent out for notification purposes presented to us, and we</p> <p>22 did receive, like I said, a completed package stating where</p> <p>23 a meeting was held and when a meeting was held.</p> <p>24 MS. GONZALEZ: Okay. But in essence, no confirmation</p>	<p style="text-align: right;">Page 44</p> <p>1 MR. RODRIGUEZ: We would probably have to look at the</p> <p>2 cost to build the property, review that, and then I think it</p> <p>3 would be safe to say around probably \$250,000, in that area.</p> <p>4 But I'd really have to assess the pro forma.</p> <p>5 CHAIR FADULLON: I would just be careful, though,</p> <p>6 right, because essentially if you're saying you're going</p> <p>7 from a three-bedroom, two-bath house to a two-bedroom, one</p> <p>8 and a half bath house, what you're saving is half a bathroom</p> <p>9 in construction costs, which is not going to be a</p> <p>10 significant construction cost.</p> <p>11 That being said, you know, I do think we want to make</p> <p>12 sure that these are viable, livable units that people can,</p> <p>13 you know -- people are investing their hard earned cash into</p> <p>14 these and it's a heavy lift, as we've heard, right, even to</p> <p>15 get to this level of affordability for a lot of folks.</p> <p>16 And we want to make sure that they can enjoy the home,</p> <p>17 you know, for a long time and be able to -- the idea is to</p> <p>18 build equity and to build wealth, so we want to put them in</p> <p>19 a place that's livable. Go ahead, Mike.</p> <p>20 MR. KOONCE: There's one drawing of the floor plans on</p> <p>21 page 55 of the Board packet. Is that for the 1,300 square</p> <p>22 foot units or is it just the 900 square foot unit?</p> <p>23 MR. LAWRENCE: Which page did you say, Mike?</p> <p>24 MR. KOONCE: Page 55.</p>
<p style="text-align: right;">Page 43</p> <p>1 that anything was sent out?</p> <p>2 MR. RODRIGUEZ: We don't require certified mail, if</p> <p>3 that's the question.</p> <p>4 MS. GONZALEZ: No, I know. But I think, you know,</p> <p>5 when you have two parties are saying yes, you know, we</p> <p>6 notified and one that says no, then I think, you know,</p> <p>7 documentation can really help us understand, you know, what</p> <p>8 was completed if it was based on the process by the Land</p> <p>9 Bank.</p> <p>10 MR. SAUER: Just a follow-up question to Michael</p> <p>11 Johns' initial comment regarding the livability of the space</p> <p>12 and how it functions once a family is in there, so I</p> <p>13 understand this is going to be a Turn, proposed to be a Turn</p> <p>14 the Key project.</p> <p>15 Is there a requirement that Turn the Key projects be</p> <p>16 three-bedroom homes, or could it be a two-bedroom home and</p> <p>17 then there's more living on the first floor for other</p> <p>18 functions and two bedrooms upstairs, or --</p> <p>19 MR. RODRIGUEZ: Yeah, the price would be different,</p> <p>20 though, if it's a two-bedroom, one and a half bath with a</p> <p>21 living space and all that. It wouldn't be at the same</p> <p>22 level.</p> <p>23 MR. SAUER: What would the sales price be for a two-</p> <p>24 bedroom home typically for Turn the Key?</p>	<p style="text-align: right;">Page 45</p> <p>1 MR. LAWRENCE: That looks like it's for a larger lot.</p> <p>2 But these are schematic plans being provided for all five</p> <p>3 properties. Given the lot sizes, they will vary in width.</p> <p>4 But I believe that there will be, upon receiving --</p> <p>5 upon getting the plans for the actual purchase and</p> <p>6 development agreement, we'll have finalized versions of</p> <p>7 these plans, but these are provided on a schematic level and</p> <p>8 the notes being made about the lot square footages are</p> <p>9 relative to how, I guess, the dimensions would change</p> <p>10 amongst these plans, given the lot dimensions.</p> <p>11 CHAIR FADULLON: Any other questions --</p> <p>12 MR. GOODMAN: Sounds like --</p> <p>13 CHAIR FADULLON: -- on this item? Go ahead, Andrew.</p> <p>14 MR. GOODMAN: Sorry, Madam Chair. No, no, that's</p> <p>15 fine. Just maybe an additional clarification question on</p> <p>16 the same point.</p> <p>17 Was the threshold review of these as three-bedroom</p> <p>18 homes? Were there previous iterations where the bedroom</p> <p>19 count changed or kind of were they reviewed, you know,</p> <p>20 through this, through the three-bedroom, two-bath lens</p> <p>21 exclusively?</p> <p>22 MR. LAWRENCE: Exclusively through that last lens, two</p> <p>23 bed, two baths.</p> <p>24 MR. GOODMAN: Got you. Thank you.</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

46-49

<p style="text-align: right;">Page 46</p> <p>1 CHAIR FADULLON: Any other questions from the Board?</p> <p>2 (No response.)</p> <p>3 CHAIR FADULLON: Okay. Seeing none, Andrea, can you</p> <p>4 relay whether or not we've gotten any public comment on this</p> <p>5 item prior to the Board meeting?</p> <p>6 MS. SAAH: Madam Chair, yes, we did, and they will all</p> <p>7 be included with the minutes of this meeting. So the first</p> <p>8 was from Troy Smith, who lives at 2550 North 28th Street.</p> <p>9 He wrote to request that he be able to acquire 2552</p> <p>10 North 28th Street, which is part of this proposed project,</p> <p>11 as a side yard. He says that his family has fenced it and</p> <p>12 has been maintaining it, using it as a side yard.</p> <p>13 So he said he wanted to testify at the hearing to put</p> <p>14 it on record, but he wants to make sure that his request is</p> <p>15 on the record.</p> <p>16 The second one is from Bonita Cummings at Strawberry</p> <p>17 Mansion Community Concern. The letter was directed to</p> <p>18 Council President Clarke and copied Herb Wetzel, Executive</p> <p>19 Director of Housing and Community Development in the Fifth</p> <p>20 District; Michael Koonce, Director of Special Projects, and</p> <p>21 other ROCs in the area.</p> <p>22 And it reads as follows: "Dear Council President</p> <p>23 Clarke, we have received notification from the Land Bank</p> <p>24 that on Tuesday, December 12, they will consider conveyance</p>	<p style="text-align: right;">Page 48</p> <p>1 ROC."</p> <p>2 We then received one other email, one last email which</p> <p>3 is -- let me find it real quick; I had it up but now it's</p> <p>4 gone.</p> <p>5 (Pause.)</p> <p>6 MS. SAAH: And it was from Adrienne Fernandez at</p> <p>7 Swampoodle Neighborhood Parcel Association. I'm sorry.</p> <p>8 Here we go. It is directed to President Clarke; to Aaron R.</p> <p>9 Sharpe at Department of Planning and Development; Michael</p> <p>10 Koonce; Herbert Wetzel; and Mary Jones.</p> <p>11 "President Darrell Clarke, Philadelphia City District</p> <p>12 Council 5, Swampoodle Neighborhood Parcels Association ROC</p> <p>13 is requesting that the proposed disposition of 2502, 2503,</p> <p>14 2542, 2552 and 2559 North 28th Street be placed on hold and</p> <p>15 removed or tabled from the Philadelphia Land Bank agenda for</p> <p>16 Tuesday, 12/12/2023.</p> <p>17 "All affected ROCs were not sent notices of public</p> <p>18 meetings or public hearings by Ibraheim Campbell, Soar City,</p> <p>19 LLC, nor by Philadelphia Land Bank before the 12/12</p> <p>20 proceeding."</p> <p>21 I wish to note that Ms. Fernandez did send me an email</p> <p>22 stating that she figured out why she could not see the</p> <p>23 receipt of the notice, because the notice from the Land Bank</p> <p>24 was sent out.</p>
<p style="text-align: right;">Page 47</p> <p>1 of 2502, 2503, 2542, 2552 and 2559 North 28th Street to</p> <p>2 Ibraheim Campbell, Soar City LLC.</p> <p>3 "It is our respectful request that you hold or table</p> <p>4 this disposition. The developer came to the community</p> <p>5 without knowledge or consideration of our overlay and lot</p> <p>6 distances.</p> <p>7 "Philadelphia affordable housing programs like Turn</p> <p>8 the Key and others are not meant to be money grabs from</p> <p>9 developers who are not considerate of our concerns.</p> <p>10 "The community meeting held on September 20, 2023 was</p> <p>11 not conclusive and requested Mr. Campbell to meet with us</p> <p>12 further regarding construction, design, etcetera.</p> <p>13 "There was, per our request, no demonstration of</p> <p>14 hardship, just pure profit. However, the applicant has</p> <p>15 determined that our concerns don't matter and pushed forward</p> <p>16 with information to PHDC and the Land Bank that may not be</p> <p>17 accurate regarding the community's expectations.</p> <p>18 "Strawberry Mansion Community Concern and ROC is not</p> <p>19 the only objector, and therefore others are being copied on</p> <p>20 this correspondence so that they may express their request</p> <p>21 that you table or hold this disposition.</p> <p>22 "Your attention to this matter is most appreciated.</p> <p>23 We look forward to a response. Best regards, Bonita</p> <p>24 Cummings, Director of Strawberry Mansion Community Concern</p>	<p style="text-align: right;">Page 49</p> <p>1 "Additional neighborhood meetings need to be scheduled</p> <p>2 to discuss multiple outstanding matters that are material to</p> <p>3 this proposed disposition from our Philadelphia Land Bank.</p> <p>4 Your consideration is appreciated. Adrienne Fernandez,</p> <p>5 Swampoodle Neighborhood Parcels Association ROC."</p> <p>6 We also received a large number of letters, pretty</p> <p>7 much all the same, which I will read one of them, and then</p> <p>8 read the list of people who sent this letter or something</p> <p>9 similar.</p> <p>10 "Regarding Soar City Property Request Support Letter.</p> <p>11 I" -- and the name of the person sending it and the</p> <p>12 organization they sent it from -- "am writing the Land Bank</p> <p>13 in support of Soar City's application to acquire five</p> <p>14 residential lots from the City of Philadelphia.</p> <p>15 "The owner, Ibraheim Campbell, has been a participant</p> <p>16 in the Black Squirrel Collaborative Initiative, Philly Rise.</p> <p>17 Philly Rise is a real estate accelerator for Black and brown</p> <p>18 developers in Philadelphia.</p> <p>19 "Philly Rise is the first program designed to leverage</p> <p>20 the talent of experienced, diverse developers to create a</p> <p>21 more equitable real estate ecosystem within communities.</p> <p>22 "Philly Rise provides training, networking and access</p> <p>23 to property and capital to increase the number of homes</p> <p>24 built by diverse developers, contractors and work force.</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

50-53

<p style="text-align: right;">Page 50</p> <p>1 "Black Squirrel," because of this person's 2 organization, "has created Philly Rise to connect 3 underserved communities and minority developers to the 4 resources and assistance needed to build a sustainable and 5 thriving community ecosystem. 6 "Utilizing three-bedroom Black Squirrel as a nexus 7 point for multi-site development across the city, a team of 8 project managers, community development financial 9 institutions, certified trainers and seasoned real estate 10 developers as coaches and mentors will provide a high-touch 11 systematic approach to increase the number of minority 12 homeowners, allowing them to build generational wealth, 13 increase the capacity of minority developers, thereby 14 balancing the inequity in real estate development in 15 Philadelphia, increase the capacity of Black and brown 16 community development financial institutions to meet the 17 demand for capital, increase in the number of properties 18 built by diverse developers, reduce blight and improve 19 neighborhood beautification, and create entrepreneurial 20 opportunities to derive the income needed to build an 21 equitable real estate ecosystem. 22 "Mr. Campbell is building five affordable housing 23 units," and then the five addresses are listed. "I 24 recommend the approval of the transfer of property to Soar</p>	<p style="text-align: right;">Page 52</p> <p>1 Candis Pressley, Trinity Property Advisors; 2 Mark Lawson of ReNew; 3 Justin Smith of JES Capital Investments; and 4 Raj Patel. 5 And with that, the public comments submitted by email 6 prior to the meeting are complete. 7 CHAIR FADULLON: Thank you, Andrea. 8 All right. We're going to go to public comment now, 9 and the first hand I see up is Judith Robinson. 10 MS. ROBINSON: Good morning. Judith Robinson. So I'm 11 a real estate broker, born and raised in North Central, and 12 I would say that it's a whole lot of shenanigans going on 13 with land. It's amazing to me that Black folks would be 14 pitted against each other for such a small disposition. 15 I'm going to say up front that first of all, 16 affordability -- (inaudible) -- that we're real estate 17 professionals, you know, I think as a real estate 18 professional, okay, so \$280,000 is way too high for the 19 poverty that affects community. 20 I'm going to make a suggestion, you can always try to 21 be proactive, is that instead of coming from the ground up 22 for these developers who are just starting out, maybe they 23 would try to rehab some of the myriad of properties we have 24 all over the City, PHA, RDA, etcetera, etcetera, public</p>
<p style="text-align: right;">Page 51</p> <p>1 City because it will help improve five vacant lots in 2 Philadelphia, create new affordable housing, and help Black 3 developers, contractors and other real estate developers to 4 make the current real estate ecosystem more equitable. 5 "All the best," and in this case, it was Kevin 6 Williams of Black Squirrel Collaborative. The people who 7 signed a letter or something similar to this were Jackie 8 Buhn, Alan Razak, and Melida Berhane, all of AR Spruce; 9 Precious Samuel of Samuel Consultancy Group; 10 Brian Murry of Shift Capital; 11 Kevin Moran of the Urban Land Institute Philadelphia; 12 Varsovia Fernandez of PA CDFI, Community Development 13 Financial Institution Network; 14 Reco Owens of Neighborhood Progress Fund; 15 Christopher Pitt of Pitt Pass Development Group; 16 Damian Smith of Smith Property Works; 17 Larry Griffin of Beach Capital Venture Corp, which is 18 a CDFI in North Central Philadelphia; 19 David Mercuris of Goldenberg Management; 20 David Langlieb of the Philadelphia Accelerator Fund; 21 Anne Cummins of Gattuso Development Partners; 22 James Burnett of VestedIn; 23 Kevin Williams of Black Squirrel Collaborative who I 24 already mentioned;</p>	<p style="text-align: right;">Page 53</p> <p>1 property. I'm just making that suggestion to kind of get 2 your sea legs and then you'll be better able to move on. 3 I'm going to always support African-Americans in 4 development because we don't get an opportunity too much, 5 you know. 6 So when I see young men and women out here trying to 7 make it happen, I'm going to really be supportive. But as I 8 always encourage people, go do some work. Go get your 9 information. You don't want to be in a mess that somebody 10 put you in so they could give you the hookup and then 11 you're, you know, wasting -- (inaudible) -- 12 So do your due diligence, okay, because -- (inaudible) 13 -- to get the right compatible product. If there's an 14 overlay, adhere to the overlay. 15 So in that regard, I want to talk about how we're 16 going after this group here. Not a word about all the 17 myriad of scams going on with the land as relates to Council 18 President Clarke. I'm putting it out there. I'm not going 19 to be sneaking around. 20 A lot of land is coming from RDA, PRA, going to PHA. 21 That's criminal, what's going on with all that land. So as 22 we're talking about protecting and making sure you have 23 covenants and all of this, what are you doing about that? 24 How about 33rd Street?</p>

**Exhibit A**  
**Philadelphia Land Bank**  
**12/12/2023**

54-57

<p style="text-align: right;">Page 54</p> <p>1 There's people recusing themselves, jumping back on the</p> <p>2 Board, this and that, going back and forth. Hey, the whole</p> <p>3 darn thing needs to be rehabbed, okay? Your whole process</p> <p>4 needs to be dealt with.</p> <p>5 I heard somebody talk earlier, Ms. Green, about</p> <p>6 affordability. Here people were standing in line for a</p> <p>7 turkey and now you got \$280,000 houses.</p> <p>8 So I want to say this in summing it up. Let's be</p> <p>9 respectful to each other, all of us. Let's talk about the</p> <p>10 people with the power that's doing us dirty, trying to put a</p> <p>11 police station on historic corridor. That's the first</p> <p>12 Philadelphia overlay.</p> <p>13 Get it through your head. I don't see no letters</p> <p>14 flying about that. So let's not beat up on some young</p> <p>15 African-Americans trying to make things happen. Let's go</p> <p>16 back to the drawing board. Let's help them, help them be</p> <p>17 better. I'm sure we can do that.</p> <p>18 What are we talking about, an overlay with a porch,</p> <p>19 and you should have a basement. We should have done the</p> <p>20 same thing with Habitat for Humanity, got more money.</p> <p>21 So I'm just saying, how are we going in on this one</p> <p>22 and out on that one. Let's be consistent with everything we</p> <p>23 do. Let's not beat up on some young Black men, but then we</p> <p>24 let a powerful Black elected official, president of City</p>	<p style="text-align: right;">Page 56</p> <p>1 There are things going on that the community itself</p> <p>2 needed time to really communicate to and with our residents</p> <p>3 which we were not granted.</p> <p>4 Instead, you received -- maybe Mr. Morris, I'm not</p> <p>5 sure where the packet went -- but it went as if everything</p> <p>6 was said and done and it was okay, and that was not how we</p> <p>7 left the meeting.</p> <p>8 I am an RCO in that designated geographical boundary,</p> <p>9 and primarily I have expressed that the residents in this</p> <p>10 community, particularly for that hundred block, will be</p> <p>11 residents with the income in and around like that \$40,000 to</p> <p>12 \$50,000, \$51,000.</p> <p>13 And it's very important that we make good decisions</p> <p>14 for that income. When I was at the PHDC's housing fair, the</p> <p>15 developers for Point Breeze and Gray's Ferry have already</p> <p>16 pushed the envelope. Those houses are \$299,000.</p> <p>17 So we really are not sure where we're at with the Turn</p> <p>18 the Key projects because your housing development program</p> <p>19 has developers there that are saying \$299,000.</p> <p>20 And that's very important to us because the design for</p> <p>21 this property, these properties were without basements. And</p> <p>22 that's a concern because the drawbacks to slab foundation,</p> <p>23 the vulnerability to cracks in the foundation, the tendency</p> <p>24 to shift out of place, especially when built on topsoil or</p>
<p style="text-align: right;">Page 55</p> <p>1 Council, walk out of retirement with a pension and all of</p> <p>2 our dang land. With that, I'm going to get off, you all.</p> <p>3 Thank you for the opportunity.</p> <p>4 CHAIR FADULLON: Thank you, Ms. Robinson. Next we</p> <p>5 have Strawberry Mansion Community -- and I'm sorry, the rest</p> <p>6 of it's cut off.</p> <p>7 MS. CUMMINGS: Hi. Can you hear me?</p> <p>8 CHAIR FADULLON: Yes, we can. Go ahead, please.</p> <p>9 MS. CUMMINGS: Good morning, everyone, Land Bank</p> <p>10 Board, Chair. Thank you for this opportunity this morning</p> <p>11 to come before you regarding 2502, 2503, 2542, 2552 and 2559</p> <p>12 North 28th Street.</p> <p>13 I submitted correspondence asking that this</p> <p>14 disposition be tabled or taken off the table, mostly because</p> <p>15 again, as I started out, this developer really didn't even</p> <p>16 assess our community. He didn't even know we had an</p> <p>17 overlay.</p> <p>18 So he came to a community, looked on your Land Bank</p> <p>19 site and decided to target that block and didn't do due</p> <p>20 diligence as it related to relationship of the community.</p> <p>21 We did have a meeting and at that meeting it was</p> <p>22 described to him of various people's concerns, people who</p> <p>23 are next door to those lots, people who are sharing a garden</p> <p>24 on those lots.</p>	<p style="text-align: right;">Page 57</p> <p>1 poor soil, bulging floors and sticking doors.</p> <p>2 This is Philadelphia and we have winter. So we have</p> <p>3 expansion, you know, increase and decrease. In terms of</p> <p>4 these sites, they're hodgepodge, so they're not even</p> <p>5 connected together.</p> <p>6 So the possibility of unsuspecting families purchasing</p> <p>7 properties at \$299,000, \$280,000 to \$299,000 without the</p> <p>8 proper counseling, which your counseling, housing counseling</p> <p>9 process does not support, could ultimately put these</p> <p>10 families in a position where they have to leave out of those</p> <p>11 homes and can't afford to do their repairs.</p> <p>12 Your process says that -- at least 1,000 square.</p> <p>13 Several of those lots are only 900 square feet, a little</p> <p>14 over 900 square feet. Everything with a slab foundation is</p> <p>15 built inside, so the heating, the cooling, all of the things</p> <p>16 that -- the pipes, the plumbing is run all through the</p> <p>17 walls, so that reduces the property from 900 square feet to</p> <p>18 700 square feet, or the larger properties from 1,000 square</p> <p>19 feet back down to 900 square feet.</p> <p>20 There's no space. So already we've kind of defeated</p> <p>21 these families, particularly for that block. I'm talking</p> <p>22 about our community, the way we live here, our families and</p> <p>23 what we're dealing with.</p> <p>24 We're dealing with parents that may come and live into</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

58-61

<p style="text-align: right;">Page 58</p> <p>1 those homes. We're dealing with our young women or young 2 families still having children. 3 So already we're putting people in households that 4 they outgrow before they even get there. So we've asked for 5 you not to move this disposition because it's really not 6 ready for that particular block, for the residents who would 7 be considering that block, being in that income range, and 8 not even looking at the potentiality of the type of repairs 9 that could ultimately be impacted to them based on a slab 10 foundation. 11 So I would really hope you consider this, because the 12 houses, based on the design, don't really meet with the 13 needs of this community. 14 We're trying to put people in houses that, again, 15 they've outgrown before they even -- for 15 years mortgages 16 for these families with this small income that we're pushing 17 the envelope to help them afford can be very devastating 18 when you didn't give them an opportunity in the first place. 19 This is not about a Black developer. This is about 20 the RCOs and our qualifications because we have 21 qualifications. I'm not being emotional and telling you 22 what I don't know. 23 We study. We work with engineers. We've gone to 24 architects and we've asked about this slab foundation, and</p>	<p style="text-align: right;">Page 60</p> <p>1 developer can't do basements, then there are developers who 2 can. 3 And if this developer can't do -- this is an 4 unsolicited disposition. You didn't ask him to look at your 5 -- and ask for anything. 6 And since he has, then he really should be working 7 with this community to make sure that we can provide for our 8 constituents the real reality of being in that home for 15 9 years comfortably. 10 So we don't want to have, you know -- and those slab 11 foundations, you have to jackhammer -- 12 CHAIR FADULLON: Ms. Cummings, I'm going to need you 13 to wrap up so I can get to the other folks. 14 MS. CUMMINGS: Okay. You have to -- 15 CHAIR FADULLON: Thank you. 16 MS. CUMMINGS: You have to jackhammer through the 17 foundations to do repairs. For a family that's already only 18 making \$40,000, we've put a major expense on them that they 19 may never repair the house and now they have to move out of 20 the house. 21 So these are just considerations we want you to take 22 into account and know that the meeting was left undone. We 23 were not finished and completed. So thank you. 24 CHAIR FADULLON: Thank you. Thank you. And next we</p>
<p style="text-align: right;">Page 59</p> <p>1 they've given us the pros and they've given us the cons, and 2 the cons for our families is too great in that if these 3 properties slip out of position, and mostly because they're 4 hodgepodge. They're not even connected together, so you got 5 02's, 03's on the other side of the street, you got 42, then 6 you got 52 and 59. There are other lots in between these 7 addresses. 8 So we would be asking that you not move this 9 disposition because this disposition would bring a major 10 hardship. There's no hardship to the developer but there's 11 a major hardship to the unsuspecting families that you would 12 be selling these houses to under the Turn the Key problem. 13 And this is a program that -- and that's the other 14 thing we need to be considerate. We're talking about a 15 program, Turn the Key program, and we should not be sending 16 a message to the developers that they could do any kind of 17 development that they want just because somebody's going to 18 give people \$75,000 on the back end to get into houses that 19 actually make no sense in one year or two years. 20 Now we got families that say, "Oh, my God, I wish I 21 hadn't have done this," but now they're stuck with a 22 \$300,000 mortgage even with the buy-down. 23 So hopefully you all can hear us. You can make -- we 24 can make this happen. We can make it work. If this</p>	<p style="text-align: right;">Page 61</p> <p>1 have Ibraheim Campbell. 2 MR. CAMPBELL: Hi, Ibraheim Campbell. I just wanted 3 to first say thank you to getting this point, you know. 4 It's been kind of a long process, and I want to say thank 5 you to be here in the first place. 6 But to address the concerns about the community 7 notification, the community was notified according to the 8 parameters laid out by the PHDC. 9 I personally hand delivered all of the notifications 10 to the addresses listed, and from those notifications, we 11 had a meeting on September 7th at 6 p.m. hosted by All in 12 the Family RCO. 13 At that meeting, I believe there were eight 14 attendants, and in that meeting we discussed the entire 15 project. We discussed the floor plan, and the concern was 16 brought up about the slab on grade. The concern was brought 17 up about the overlay. 18 And I don't pretend to have all the answers, you know. 19 I'm learning and trying to improve along with the community, 20 and so from the results of that conversation, we modified 21 the plan by including a crawl space to address some of the 22 concerns mentioned by Ms. Cummings, and then also added 23 porches to, you know, be consistent with the overlay. 24 This was taking into consideration the community's</p>

**Exhibit A**  
**Philadelphia Land Bank**  
**12/12/2023**

62-65

<p style="text-align: right;">Page 62</p> <p>1 input, so to say there wasn't community involvement, I don't 2 see how that's possible because it's evident. 3 And there were meetings that we agreed to have follow- 4 up meetings, but what happened was, upon reaching out to 5 some of the folks that we were supposed to have those 6 meetings with, I would not get a response. 7 So I was left with the option to, you know, reach out 8 to PHDC, including some of the hosts, to try and create some 9 progress, and that was the only way that I was able to get 10 the responses to then be heard and move forward with the 11 project. 12 So that is kind of how we've gotten to this point. I 13 again appreciate this process. I appreciate the opportunity 14 to build these lots and I take it very seriously. 15 Although it's just five lots, I plan to be inclusive 16 of the community as I've been and will continue to be. And 17 again, thank you. 18 CHAIR PADULLON: Thank you, Mr. Ibraheim. 19 And next we have David Langlieb. 20 MR. LANGLIEB: Thank you very much. My name is Dave 21 Langlieb. I'm the executive director of the Philadelphia 22 Accelerator Fund. We submitted a letter of support as well 23 as an LOI for pre-development financing which we hope to 24 provide here.</p>	<p style="text-align: right;">Page 64</p> <p>1 an opportunity to be a part of the City's revitalization, 2 and I do want to be clear that I'm saying "revitalization" 3 and not "gentrification." 4 Sometimes maybe the perception because of the costs 5 associated with building new homes today and offering these 6 homes to the people at affordable rates may seem to be 7 gentrification, but in this situation, we have met every 8 single request that was made of us on behalf of the Land 9 Bank. 10 We have met, as Ibraheim has mentioned, we've met 11 with, he's met with the people within the ROO. We're going 12 to follow all the necessary guidelines that you guys put 13 forth to us. 14 I want to be able to also state that through this 15 process and how the Land Bank, who's been very forthcoming 16 through this process as well as pointing out who some of our 17 other partners are, AR Spruce, who even though Ibraheim is 18 seemingly new to the real estate development business, we 19 have given him access to project managers, architects who 20 have multi-million dollar projects in this industry. 21 He's not walking into this blind. He's not walking 22 into this as taking the risk without having a team of people 23 around him. 24 So I want to make sure that the Board understands that</p>
<p style="text-align: right;">Page 63</p> <p>1 As the Board knows, we were created three years ago 2 with the twin goals of helping Black and brown development 3 firms like Soar City scale up as well as expanding supply of 4 affordable housing in the City. 5 I've had the pleasure of meeting with Ibraheim and the 6 rest of the inaugural Black Squirrel cohort several times. 7 We think there's extraordinary talent in the group, and I 8 think it's really critical that we support them. 9 As has been noted, these units are anticipated to be 10 turn the key eligible, which means both economically for the 11 developer and affordable for the homebuyer. 12 We need more of these units throughout the City built 13 by Black and brown owned development firms whenever 14 possible, and we're proud to offer support of this project. 15 Thank you. 16 CHAIR PADULLON: Thank you. And next we have Kevin 17 Williams. 18 MR. WILLIAMS: Thank you guys very much. I just want 19 to pretty much echo what David said earlier, but I wanted to 20 bring up a couple of other points on behalf of Ibraheim and 21 the other people that you guys may come across from the 22 Black Squirrel collaborative, Philly Rise program. 23 Absolutely the biggest thing we want to be able to do 24 is make sure that Philadelphia citizens are equitably having</p>	<p style="text-align: right;">Page 65</p> <p>1 he's not making these decisions alone. We're making sure 2 that he has the support system that this can be successful. 3 One of the things that I'd like to ask of the ROO is 4 that they see the efforts that we're going through in order 5 to make sure that more Philadelphians get access to these 6 properties. 7 If we can be given a map or a way to show how we can 8 put somebody with \$40,000 household income into an 9 affordable home at the cost of building homes today, we 10 would sit down and absolutely sit down and work towards that 11 ideal. 12 So we're going to have some challenges. But 13 unfortunately what I don't think we have the opportunity to 14 do is when we take minority developers such as Ibraheim and 15 some of the others and they get tied up and it's costing 16 them money to continually go back and meet certain demands 17 that sometimes are unrealistic. 18 And in this case, I'm not going to say that it's 19 unrealistic as much as I'm going to say that when Ibraheim 20 makes the effort to have these meetings, at some point we 21 have to say that he's done his due diligence, and I think in 22 this case that he has. 23 So with that being said, I want to also say that from 24 Black Squirrel, we want to be accessible to any ROO. We</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

66-69

<p style="text-align: right;">Page 66</p> <p>1 want to have access to the RCOs early and often in this 2 process.</p> <p>3 We absolutely want the communities to be reflective, 4 to be able to live there. We're not trying to displace 5 people as much as we're trying to fix the communities and 6 neighborhoods by bringing in homes to fill in some of the 7 empty lots that are in the City.</p> <p>8 So we're going to follow all the guidelines that are 9 given to us, and I think we have done our due diligence or 10 he has done his due diligence up to this point. Thank you.</p> <p>11 CHAIR FADULLON: Thank you, Mr. Williams.</p> <p>12 And next and lastly we're going to listen to 267-271- 13 3552, because then we will have heard from all the folks 14 that want to comment once. Thank you.</p> <p>15 MS. FERNANDEZ: Can you hear me?</p> <p>16 CHAIR FADULLON: Yes, we can. Go ahead.</p> <p>17 MS. FERNANDEZ: Okay. This is Adrienne Fernandez 18 again. We are an affected RCO, one of the affected RCOs on 19 this address along with Strawberry Mansion Concern.</p> <p>20 There's probably about at least six affected RCOs for 21 this address, and easily could be about a thousand affected 22 addresses based on the RCO notification web site.</p> <p>23 That's a lot of prime affected parties that need to 24 know that the Land Bank is hearing disposition for turnkey</p>	<p style="text-align: right;">Page 68</p> <p>1 certificate of mailing, and to the RCOs, that cancelled 2 mailing is provided.</p> <p>3 The Land Bank may be different, so that process is 4 working pretty well. Also for RCOs, once the affected list 5 is known, the Philadelphia City Planning Commission provides 6 that list.</p> <p>7 Most RCOs, 99 percent, do not use mail. Next to our 8 addresses, it says, preferred method of contact, which is 9 email.</p> <p>10 Most of these developers know that we were initially 11 contacted by email, but some of them, to avoid the 12 notification to RCOs that participate more, will now put 13 that notice in the mail, knowing that we're so busy, we're 14 not going to see it.</p> <p>15 If it's not certified for reconsideration or an appeal 16 to Common Pleas Court or Commonwealth Court, we're not going 17 to see it.</p> <p>18 So I will give my suggestion to Andrea for how Land 19 Bank and PHDC can improve their procedure to prioritize 20 those emails in our email boxes.</p> <p>21 As far as the, I guess we'll call him applicant, the 22 developer that's applying for disposition of properties, 23 they need to follow suit with a similar process, an email 24 that has to be used or a process that would go through some</p>
<p style="text-align: right;">Page 67</p> <p>1 of these five properties and any other concerns, and 2 definitely they need to participate.</p> <p>3 The participation has been really poor. We received 4 no notice of the public meeting. I did write Andrea that I 5 have a suggestion for making sure the emails to affected 6 RCOs are prioritized based on the naming of email, the 7 emails from Philadelphia City Planning Commission and the 8 Zoning Board.</p> <p>9 The way that they do it, it makes it easier for us. 10 We are volunteers. We do work every year. We probably 11 would get paid like a hundred thousand or more to do as 12 individuals, and there are more than one individual in our 13 group.</p> <p>14 And so we need everything to be quick and efficient as 15 possible. Even for one ZEA address, it is not uncommon for 16 us to have to go through anywhere between eight to 40, 50 17 emails just to make sure we're updated on comments and we're 18 properly participating, participating with proper 19 information, with updated information.</p> <p>20 So probably what happened with the, I don't know what 21 I'd call him here, the applicant, Ibraheim Campbell's 22 notification, delivering to addresses in Philadelphia, 23 thankfully Councilwoman Cindy Bass improved that.</p> <p>24 It has to be done to affected addresses by USPS,</p>	<p style="text-align: right;">Page 69</p> <p>1 sort of RCO notification and then to us.</p> <p>2 I don't think Planning should really take that on 3 because they also are doing a lot of work on top of their 4 paid work to keep the RCO process going for almost 250 RCOs 5 in Philadelphia.</p> <p>6 So all of us are doing a lot, and it's pretty 7 organized, and we need Land Bank to basically fall in with 8 that.</p> <p>9 So now for these five addresses, which they were named 10 by Strawberry Mansion and by the Land Bank -- sorry, I don't 11 have the list available, so I was writing notes -- I agree 12 with all the comments that were in opposition of design and 13 possibly community comments and participation by the Land 14 Bank Board members.</p> <p>15 The comments were really specific to the problem. The 16 design is extremely poor and that is not necessary to 17 happen. With community input, that could have been improved 18 and the advice of available architectural firms, 19 construction firms, and other parties right here in 20 Philadelphia.</p> <p>21 We're a union city, so we have some of the best that 22 could have advised us with any questions that we have so our 23 participation, you know, could be material to what the 24 developer is trying to do.</p>

**Exhibit A**  
**Philadelphia Land Bank**  
**12/12/2023**

70-73

<p style="text-align: right;">Page 70</p> <p>1 These houses are not affordable. The design is very</p> <p>2 poor, and I've already stated, you know, pretty much what I</p> <p>3 think about it based on limited information.</p> <p>4 The developers are holding these newly required public</p> <p>5 meetings. My experience has been that they're handled like</p> <p>6 a pop-up.</p> <p>7 For example, we'll be at a meeting for an affected</p> <p>8 address that has nothing to do, we don't know exactly what</p> <p>9 RCOs is the same group of affected RCOs that are for the</p> <p>10 Land Bank addresses, especially when they're scattered and</p> <p>11 not as one development as Bonita Cummings said.</p> <p>12 So what happens is, they will show up. Many times we</p> <p>13 don't even know they're going to be there. And then they</p> <p>14 tell us about the project.</p> <p>15 We're there for other projects, so another problem is</p> <p>16 that it becomes overkill because if we agree as affected</p> <p>17 RCOs that -- the affected RCO hosting the meeting as the RCO</p> <p>18 coordinator is going to, say, do one or two addresses that</p> <p>19 have plans and everything else.</p> <p>20 The neighbors there, some are professionals, some are</p> <p>21 laypersons. To just throw on a project and they have four</p> <p>22 or five addresses in there with its plans and whatever, it's</p> <p>23 just not going to work.</p> <p>24 People are tired, and now you're talking about getting</p>	<p style="text-align: right;">Page 72</p> <p>1 CHAIR FADULLON: I'm sorry, ma'am. I'm going --</p> <p>2 MS. FERNANDEZ: -- because the community don't know --</p> <p>3 CHAIR FADULLON: -- to need you to wrap up your --</p> <p>4 MS. FERNANDEZ: I will --</p> <p>5 CHAIR FADULLON: -- to wrap up your comments.</p> <p>6 MS. FERNANDEZ: I will, but I was chasing with --</p> <p>7 CHAIR FADULLON: Thanks --</p> <p>8 MS. FERNANDEZ: -- notice, so now unfortunately I'm</p> <p>9 having to state most of what I have to say. We're opposed.</p> <p>10 We're asking for this to be tabled.</p> <p>11 And also please consider the other information so that</p> <p>12 if we are notified properly, that we do have public meetings</p> <p>13 where we have, you know, primary neighbors participating, we</p> <p>14 can get to other issues at the Land Bank meeting that are</p> <p>15 not basic like design.</p> <p>16 That should be handled with the community and</p> <p>17 developer. Notice, that should be streamlined so we're not</p> <p>18 talking about that here.</p> <p>19 But when it's not, it is a major part of what we do.</p> <p>20 We're asking that this be tabled because those issues are</p> <p>21 not representative of our community, which is mostly</p> <p>22 Strawberry Mansion and Swampoodle.</p> <p>23 So we're asking that this be tabled and that we have</p> <p>24 time to consider the elements of this project and our input</p>
<p style="text-align: right;">Page 71</p> <p>1 into meeting until 11:00. Neighbors aren't going to do it,</p> <p>2 and I don't blame them. They thought they were coming for</p> <p>3 two. That's a lot.</p> <p>4 RCOs can do meetings for more. We used to do it in</p> <p>5 our area a lot, but now that doesn't happen as much because</p> <p>6 there were changes to the selection of RCO coordinators in</p> <p>7 District Eight, which slows us down in doing our work.</p> <p>8 So the process for notification seems to be coming</p> <p>9 from PHDC/PLB, and then coming from developer. And I have</p> <p>10 suggestions on how that can be streamlined, improved, and</p> <p>11 also the part that notice looks more priority so when we go</p> <p>12 back to our emails, just like the Zoning Board or the</p> <p>13 Planning Commission, we can quickly see what we have to do.</p> <p>14 We have to quickly see what we have to do because in</p> <p>15 North Philadelphia where most development is, we have a lot</p> <p>16 of work. We have to know what we're doing every week.</p> <p>17 Even now, trying to just do the priority work before</p> <p>18 these holidays, because neighbors don't like being called to</p> <p>19 public meetings on holidays. I tend to stress this all the</p> <p>20 time, but all the RCOs need to break.</p> <p>21 In November and December, we find that meetings are</p> <p>22 being thrown in on priority issues. There's a meeting next</p> <p>23 week, we found yesterday, for the 76ers project. Why is</p> <p>24 that holding on December 18th? It doesn't make sense --</p>	<p style="text-align: right;">Page 73</p> <p>1 to those elements in a way that's fair. Thank you.</p> <p>2 CHAIR FADULLON: Thank you. Thank you for those</p> <p>3 comments.</p> <p>4 All right. That is going to conclude our public</p> <p>5 comment, and so I would, unless there's any other comments</p> <p>6 or questions from the Board, I would entertain a motion on</p> <p>7 this item.</p> <p>8 MR. RUSHDY: Motion to approve.</p> <p>9 MR. BALLOON: Second.</p> <p>10 CHAIR FADULLON: Motion to approve has been made and</p> <p>11 properly seconded. All in favor?</p> <p>12 MR. BALLOON: Aye.</p> <p>13 MR. RUSHDY: Aye.</p> <p>14 CHAIR FADULLON: Any opposed?</p> <p>15 (Chorus of ayes.)</p> <p>16 CHAIR FADULLON: I'm going to ask for a show of hands.</p> <p>17 I'm not sure I got everybody, so all in favor, please raise</p> <p>18 your hand.</p> <p>19 (Mr. Rushdy and Mr. Balloon raising hand.)</p> <p>20 (Ms. Gonzalez, Mr. Koonce, Mr. Johns, Mr. Sauer,</p> <p>21 Mr. Goodman, and Ms. Rashid raising hand.)</p> <p>22 CHAIR FADULLON: Okay. Motion does not carry, so I'm</p> <p>23 going to turn to Andrea, and motion does not carry, so does</p> <p>24 that just --</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

74-77

<p style="text-align: right;">Page 74</p> <p>1 MR. RODRIGUEZ: There were six votes no. 2 CHAIR FADULLON: -- knock this out, or -- 3 MR. RODRIGUEZ: There were six votes for no. 4 MS. SAAH: Six votes -- 5 MR. RODRIGUEZ: There were six no votes. 6 MS. SAAH: This disposition as presented is not 7 approved. 8 MR. SAUER: Can we put forward an alternative motion? 9 CHAIR FADULLON: Right. There can be an alternative 10 motion. So as presented, the disposition is not approved, 11 so I will open it up if a member of the Board wants to make 12 a different motion other than approval on this item. 13 MR. SAUER: So, I mean, I think overall this sounds 14 like a very promising project and a strong development team 15 with the support that they have, the developer has. 16 It seems like there's a few issues that still need to 17 be resolved, so I propose that we table the motion for today 18 or table this disposition consideration for today, with the 19 hope that issues can be resolved, to be brought back to the 20 Board for future consideration. 21 MS. GONZALEZ: I second. 22 CHAIR FADULLON: Okay. There's a motion on the floor 23 that has been made and properly seconded to table this item 24 to allow more opportunity for the developer and the</p>	<p style="text-align: right;">Page 76</p> <p>1 properties for disposition by 215 Development Corp., and 2 Jessie, can you present that item? 3 MR. LAWRENCE: Yes, ma'am. Thank you, Madam Chair. 4 Today we're asking the Board to authorize the 5 disposition of five lots to 215 Development Corporation for 6 the development of five affordable single family units in 7 North Philadelphia. 8 Each unit will be two units -- excuse me, each unit 9 will be two stories with three bedrooms and two bathrooms, 10 roughly 1,100 square feet. 11 Maximum sales price will be \$280,000, targeting 12 households with incomes at or below 100 percent of AMI, 13 making these eligible for Neighborhood Preservation 14 Initiatives, Turn the Key program. 15 Property list includes properties in the Fifth 16 District: 2409, 2413, 2416, 2418, and 2443 North 19th 17 Street. 18 The proposal was unsolicited and evaluated pursuant to 19 our disposition policy. Developer will be purchasing the 20 property for \$5,000. Evidence of the project financing has 21 been provided. The applicant is in compliance and good 22 standing with the City of Philadelphia. 23 The project will be subject to an economic opportunity 24 plan. The project will be subject to an irrevocable power</p>
<p style="text-align: right;">Page 75</p> <p>1 community to work through issues. 2 MR. JOHNS: And -- 3 CHAIR FADULLON: All in favor -- 4 MR. JOHNS: -- design. 5 CHAIR FADULLON: Go ahead, any comment? 6 MR. JOHNS: And the design too. 7 CHAIR FADULLON: And the design. 8 MR. JOHNS: Yes. 9 CHAIR FADULLON: And the design, yes. And one of 10 those issues is design. 11 MR. JOHNS: Yes. 12 CHAIR FADULLON: Okay. So can I get a vote on that 13 motion, which is to table, allow more time for the developer 14 and the community to work through all the issues, including 15 design? All in favor? 16 (Chorus of ayes.) 17 CHAIR FADULLON: Any opposed? 18 (No response.) 19 CHAIR FADULLON: Okay. So the motion to table the 20 item and to come back at a future date after allowing for 21 that opportunity for more conversation to resolve many of 22 these issues has carried, so that's where we are. That item 23 is tabled. 24 All right. That brings us to Item V.A(2), which is</p>	<p style="text-align: right;">Page 77</p> <p>1 of attorney and right of reverter/re-entry as well. 2 The project will also be subject to use restrictions 3 and income verification requirements with a Declaration of 4 Restrictive Covenants being placed on all the units to 5 ensure that the units are affordable for a minimum of 15 6 years. That's it. Thanks. 7 CHAIR FADULLON: Thank you. Any questions or comments 8 on this item? 9 MR. JOHNS: Are these the plans on page 64? 10 MR. LAWRENCE: They are. 11 MR. JOHNS: This is the same unit layout as the 12 previous. 13 MR. LAWRENCE: it is the same layout. 14 MR. JOHNS: I have the same exact comments. Where do 15 you put your -- where does the family eat together, you 16 know? Where does my son put his bike, you know? Where do I 17 put the trash, you know? 18 There's more space allocated in these plans for 19 utility rooms, a meter room and a hot water tank than it is 20 for living space. That is insane. 21 We are setting these families of people up for failure 22 at the end of the day, having a three-bedroom house costing 23 close to \$300,000. Even if it's 110, it's not a viable unit 24 as it is planned.</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

78-81

<p style="text-align: right;">Page 78</p> <p>1 We keep putting these units up here and accepting them</p> <p>2 and that's terrible. It's terrible. We're setting these</p> <p>3 neighborhoods up for failure.</p> <p>4 CHAIR FADULLON: Any other comments or questions on</p> <p>5 this item from the Board?</p> <p>6 MR. RUSHDY: I just want to comment on the plans</p> <p>7 issue. You know, we're trying to create hundreds of units.</p> <p>8 We have limited supply of subsidy dollars to go and create</p> <p>9 wealth-creating homes.</p> <p>10 I don't want to go into a three-four kind of minute</p> <p>11 talk here. We also have to look at how the numbers work.</p> <p>12 We have to hear what Madam Chair Anne Fadullon was talking</p> <p>13 about, which is -- I wish these homes were 15, 16 hundred</p> <p>14 square feet and they were three story with, you know, 50</p> <p>15 foot backyards. I really do.</p> <p>16 I grew up in a -- you know, it's overseas so it's like</p> <p>17 100 meters, which is, what ten fifty square feet, three-</p> <p>18 bedroom house. I grew up all the way until high school when</p> <p>19 I was in that home. I lived a good life.</p> <p>20 And I look at these homes and saying that these are</p> <p>21 opportunity homes for people who are not able to pay that</p> <p>22 amount of mortgage, not even in a studio today, right.</p> <p>23 We're saying that the average buyer ends up being at</p> <p>24 60 percent, 68 percent AMI and actually at a number that is</p>	<p style="text-align: right;">Page 80</p> <p>1 to lose sight of what the end goal here is, which is yes, we</p> <p>2 want the best for the end user to live in the best home</p> <p>3 possible.</p> <p>4 But we miss the part which is, the best home possible</p> <p>5 that we can build with the funds available to be built with,</p> <p>6 the resources and the construction costs that are out there</p> <p>7 in the real market.</p> <p>8 And I challenge my fellow Board members to go out</p> <p>9 there and know more about what it costs to build a house,</p> <p>10 what supplies cost, what labor costs are, how long it takes</p> <p>11 to get a subsidy, and the need that we have for people</p> <p>12 standing in line waiting to get into one of these homes.</p> <p>13 Thank you very much.</p> <p>14 MR. JOHNS: Thank you. I just want to respond to that</p> <p>15 briefly. I understand all those issues, and I imagine those</p> <p>16 same issues came up when they built Richard Allen Cambridge</p> <p>17 Plaza West Park that we tore down, because they were bad</p> <p>18 designs. At the end of the day they were not functional,</p> <p>19 real functional for families.</p> <p>20 So I understand the cost. I understand construction.</p> <p>21 I understand the need for affordable housing. But I would</p> <p>22 not want to live in a house where I have to go through a</p> <p>23 bedroom to get to my backyard, bring my trash from my</p> <p>24 backyard through my bedroom, have my kids run in and out of</p>
<p style="text-align: right;">Page 79</p> <p>1 less than 50 percent AMI under PHFA guidelines.</p> <p>2 I just want us to kind of repeat this and recognize</p> <p>3 what we're talking here, single-family homes, people that</p> <p>4 have couple hundred thousand dollars in equity from day one,</p> <p>5 wealth-creating homes. Average buyer is in the mid-40's,</p> <p>6 okay, mid-40's, 22, 23 dollars an hour.</p> <p>7 I just want us to recognize this and realize that this</p> <p>8 is not a CDR meeting, this is not a zoning meeting, and also</p> <p>9 realize that this is something that is going on public land,</p> <p>10 has the ability in the future as wealth is created in these</p> <p>11 homes, that these homes can be extended, can be enlarged,</p> <p>12 right.</p> <p>13 Most of these homes have 40 and 50 feet long</p> <p>14 backyards. Some of these lots are a hundred feet long.</p> <p>15 Some of them are 70 feet long. So you have opportunities in</p> <p>16 the future for these homes.</p> <p>17 We're saying these are entry homes that people on</p> <p>18 average that have about \$190,000, \$195,000 in mortgage. I</p> <p>19 want to see the amount of listings that we have in the City</p> <p>20 of Philadelphia of new construction that would have people</p> <p>21 having \$195,000 as a mortgage for three-bedroom, two-</p> <p>22 bathroom. I can tell you, because I'm in the business,</p> <p>23 zero, none.</p> <p>24 So this is an opportunity here, and I just want us not</p>	<p style="text-align: right;">Page 81</p> <p>1 my bedroom to go to the backyard, not have a place where my</p> <p>2 family can sit and have dinner.</p> <p>3 No. It's a two-bedroom house, is what it is, okay,</p> <p>4 that we're trying to market as a three-bedroom house that is</p> <p>5 not viable.</p> <p>6 We're talking about equitable development, viable</p> <p>7 development. And you spoke about PHFA. You could not build</p> <p>8 this with PHFA. You could not build these units with PHFA</p> <p>9 standards. They would not allow you, because you have to</p> <p>10 have a certain amount of seating space, a dining room, a</p> <p>11 dining space where people can sit and eat, a place where</p> <p>12 people can live.</p> <p>13 Somebody mentioned a basement. Maybe there's no</p> <p>14 basement, but this is not a place where you can store</p> <p>15 anything. How does the family grow? Where do they sit and</p> <p>16 eat? Where do you store that bike? Would you live here?</p> <p>17 I'd argue that none of us probably on this Board want</p> <p>18 to live in this house, unless it was just two people.</p> <p>19 MR. RUSHDY: I will respond to that by basically</p> <p>20 saying, I did live in a house such as that. I do agree that</p> <p>21 a hallway might have been a good, a hallway -- you know,</p> <p>22 this is a 16 foot wide or a 15 foot wide house.</p> <p>23 Putting a three-foot hallway and having the bedroom</p> <p>24 width in the back being 12 foot might be a better option so</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

82-85

<p style="text-align: right;">Page 82</p> <p>1 that you don't have to go to the backyard going through the 2 bedroom. I think that's a design that's out there that many 3 people are doing.</p> <p>4 And I do know that PHFA probably have specific 5 guidelines, but I go back to my original idea here, Michael, 6 respectfully, which is -- and you're an architect and I'm an 7 engineer. That's what I have.</p> <p>8 But I look at this as, one plus one is equal to two. 9 I have a resource, I have how much it's going to cost to 10 build, I have a need, I know how much it's going to cost to 11 build, and that's exactly what I'm saying, meaning that this 12 isn't rocket science. This is very simple.</p> <p>13 This is a matter of resources, especially on 14 applications that do not have subsidies attached to it 15 because we do know and a lot of people on this call 16 understand what it takes to get subsidies.</p> <p>17 This is a Black and brown cohort that has been working 18 for a year, year and a half, nationally recognized, okay, 19 trying to do the right thing, trying to scale up.</p> <p>20 We've raised as a community, as a whole Philadelphia 21 community over \$20 million to leverage another \$80 million 22 to bring up Black and brown developers into the space of 23 affordable housing.</p> <p>24 We talk about Black and brown ownership, we talk about</p>	<p style="text-align: right;">Page 84</p> <p>1 So as we're thinking about, you know, supporting 2 projects that again, yes, I understand the cost of, you 3 know, the cost of construction and there may not be other 4 subsidies attached to, you know, this particular project or 5 others, you know, that we still have to make sure that we 6 are thinking about building a sustainable Philadelphia 7 overall, and that it's of good quality, and you know, and 8 perhaps, you know, developers are not going to make as much 9 money as they wanted to, but you know, we just have to be 10 practical in how we are really thinking and supporting 11 development in neighborhoods, especially for lower income 12 households that do not have the means to make improvements, 13 to make all these additions that are being spoken about.</p> <p>14 And you know, sometimes families feel trapped because 15 you don't know what the housing market is going to be over 16 years to come.</p> <p>17 I happen, I remember when I first got married and I 18 lived in a Trinity house. And you know, it's a very 19 uncomfortable feeling when you live in a house that you feel 20 trapped and you're raising three kids.</p> <p>21 So there's five people in a household and you can 22 barely sit around the table to have dinner, even in those 23 type of homes.</p> <p>24 So I think that, you know, there has to be, you know,</p>
<p style="text-align: right;">Page 83</p> <p>1 affordable housing, and we talk about equity. This is an 2 opportunity to achieve all three. Let us not lose again 3 sight of the bigger picture here. Thank you very much.</p> <p>4 MR. JOHNS: I agree. And that's a two-bedroom house, 5 not a three-bedroom house legitimately, and it does not 6 function well as a three-bedroom house. It just does not.</p> <p>7 MS. GONZALEZ: So I just wanted to add --</p> <p>8 CHAIR FADULLON: Go ahead, Maria.</p> <p>9 MS. GONZALEZ: Yes. One of the things that we want to 10 make sure as we are disposing of public owned land for 11 private development, and of course the finished product is 12 going to go to Philadelphians and more likely this is a Turn 13 the Key project so it's going to benefit City employees.</p> <p>14 One of the things that we don't want to do is repeat 15 the mistakes of the past, you know, make sure that as we are 16 looking to support projects that are going into many 17 neighborhoods that are Black and brown neighborhoods, 18 minority neighborhoods, low-income neighborhoods, that 19 support projects that are going to be sustainable and that 20 meets the needs of families of today.</p> <p>21 Right now, Philadelphia is being recognized as a City 22 of small lots and small units with a lot of storage 23 facilities nearby because people just cannot, you know, have 24 their belongings in units because they're too small.</p>	<p style="text-align: right;">Page 85</p> <p>1 consistent, you know, housing development standards to make 2 sure that we are supporting projects that are, you know, 3 beneficial long-term.</p> <p>4 MR. RUSHDY: I just want to respond to that and 5 basically say that if you interview 100 people that are 6 making 40 and 45 thousand dollars a year, and I've spoken 7 with plenty at DC33 and others, they will tell you, if you 8 can give me one of these homes, I will jump right on it, 9 because the housing need for new construction, good 10 construction homes on single-family home lots, that, you 11 know, are \$1,000 a month, in my opinion is something that 12 does not exist in the City of Philadelphia without the hard 13 work of the Land Bank and what it has done.</p> <p>14 And it's our fees and the disposition process that was 15 reformed three years ago and the Turn the Key, to be able to 16 get people to be able to buy these homes at \$180,000 and 17 \$190,000 mortgages. That did not exist, right.</p> <p>18 We have an obligation to look at the bigger picture. 19 We have an obligation towards the City of Philadelphia and 20 the people in the City of Philadelphia, people who are 21 making 37, 38 thousand, as Angel started this conversation, 22 talking about the lowest person buying these Turn the Key 23 projects is making \$37,000 a year.</p> <p>24 Listen, if I am at \$37,000, \$38,000 a year and I have</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

86-89

<p style="text-align: right;">Page 86</p> <p>1 a couple of kids and you're offering me a single-family 2 home, you know, a three-bedroom, two-bathroom house, okay, 3 this house with a backyard in this neighborhood which is the 4 Fifth District, which is a great neighborhood, I would jump 5 right on it, along with the \$75,000 soft second that is non- 6 payable, that becomes basically equity and falls off after 7 15 years.</p> <p>8 We have, again, I will repeat that statement, we have 9 an opportunity to dispose properties for the people who are 10 actually left out and are not able to get that \$40,000 -- 11 that \$40,000 a year household needs this home.</p> <p>12 MR. JOHNS: And with that opportunity, I think we have 13 the responsibility to make sure that this government does 14 the right thing when we dispose of publicly owned land, that 15 something is developed for families that is useful in the 16 long term, not that they have to put an addition on because 17 they bought into a product that really doesn't work for 18 them.</p> <p>19 MR. RUSHDY: I want to say that 70, 80 percent of the 20 stock of the City of Philadelphia falls under 800 square 21 feet when it comes to single-family homes, and I just want 22 to mention that so that we are very understanding of --</p> <p>23 CHAIR FADULLON: This is a very worthwhile 24 conversation, but I also want to allow the developers and</p>	<p style="text-align: right;">Page 88</p> <p>1 MS. ROBINSON: Wow, just wow. You know, I've been 2 born and raised in Strawberry Mansion and I got 40 years or 3 nearly 40 years of real estate behind me. I'm a real estate 4 broker.</p> <p>5 And you know, what I'm hearing here is, first of all, 6 the gentleman who is a developer is on the Land Bank, and I 7 find that very strange, so I'm going to start there and say, 8 who's pushing this agenda? Obviously he is.</p> <p>9 I think you need some input from people who are from 10 North Philly, okay, where you're trying to dispose of this 11 property, these properties.</p> <p>12 You're pushing the market. We already know that. The 13 houses that I reside in, the house I reside in, you know, 14 was built by the best, okay, the nouveau riche. It's a 15 spacious -- high ceilings, all of that, okay.</p> <p>16 So that's the most affordable, really, if we're really 17 going to be frank about that, you know. Several developers 18 have come through, used a sheriff sale to buy up all of our 19 community in the name of gentrification, you know. I call 20 that they have the gentrification gray paint, so we can kind 21 of identify them.</p> <p>22 So those houses would be the ones competing with me as 23 a homeowner, and they are rehabbed housing. So you all are 24 pushing the market with this turnkey program. Obviously</p>
<p style="text-align: right;">Page 87</p> <p>1 the community who have put forth this project to talk about 2 this, right. And I think --</p> <p>3 MR. RUSHDY: Thank you, Madam Chair. It's a healthy 4 discussion.</p> <p>5 CHAIR FADULLON: -- that the reality of this is, you 6 can fit a livable statute of limitations within this floor 7 plate, right. It is possible.</p> <p>8 And I think all the folks are saying is, take a look 9 at that and let's make sure that whatever we're putting 10 forth is the most affordable, livable, viable product that 11 we can, and I think everybody's heart is in the right place 12 and we all want to get to the same objective. And frankly, 13 I think we can get there.</p> <p>14 Andrea, before I go to public comment, can I go to you 15 and say, did we receive any comments from folks prior to the 16 Board meeting?</p> <p>17 MS. SAAH: Yes. So the same individuals and 18 organizations that sent the letters in support of the 19 previous decision sent letters of support for this 20 disposition as well. No other comments from the public were 21 received regarding this particular disposition.</p> <p>22 CHAIR FADULLON: Thank you. All right. We're going 23 to go to public comment, and we're going to start with 24 Judith Robinson.</p>	<p style="text-align: right;">Page 89</p> <p>1 it's so mixed up and out of order.</p> <p>2 You've let someone come from a foreign country, from 3 what you're saying gentlemen, and tell us --</p> <p>4 MR. RUSHDY: (Inaudible) --</p> <p>5 MS. ROBINSON: Excuse me? Can I finish my point, 6 please? And --</p> <p>7 CHAIR FADULLON: You can finish, but please, I've just 8 got to say to anybody that's making comments, that personal 9 attacks on any member of the Board won't be tolerated, and 10 any kind of comments --</p> <p>11 MS. ROBINSON: Listen, all right --</p> <p>12 CHAIR FADULLON: -- about ethnicity or race --</p> <p>13 MS. ROBINSON: I hear that --</p> <p>14 CHAIR FADULLON: -- or anything like that --</p> <p>15 MR. RUSHDY: Thank you, Madam Chair.</p> <p>16 CHAIR FADULLON: Thank you. Go ahead, Ms. Robinson. 17 (Pause.)</p> <p>18 CHAIR FADULLON: Ms. Robinson, you should be able to 19 un-mute yourself and continue your comment.</p> <p>20 MS. ROBINSON: Can you hear me now?</p> <p>21 CHAIR FADULLON: Yes, we can. Go ahead, please.</p> <p>22 MS. ROBINSON: Look, I'll say this. I'm going by what 23 the gentleman said, okay? I didn't make up anything. I'm a 24 Black woman, so I know how it is. We're talking about Black</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

90-93

<p>Page 90</p> <p>1 and brown. I'm a Black woman. I'm from North Philly with a 2 real estate background of nearly 40 years, so we're not 3 going to play no games here.</p> <p>4 Who's pushing this agenda, is my question, as when we 5 talk about whether it's affordable with some moderate to 6 low-income people, union workers.</p> <p>7 I heard one of -- on this very, in this very process, 8 I heard one of the young employees from DC33 come here and 9 say they could not afford even this 280.</p> <p>10 I'm in the business. I know what affordability means. 11 We really should be talking about income-based property. 12 But I'm going to say, Habitat for Humanity, because I'm 13 always talking about affordability, they even have gotten 14 out of control with their prices. But they do give us the 15 product.</p> <p>16 So I want to reference their product done in the 17 Fontaine, 16th Street area. They have basements. They have 18 siding on them, but you know, I would say that's a 19 comparable product.</p> <p>20 And we want to talk about best practices, now, we 21 allowed them to go over there in Strawberry Mansion across 22 from our lovely Fairmont Park and put some slab mess that 23 we're talking about today.</p> <p>24 So if we're going to talk about design, I do agree</p>	<p>Page 92</p> <p>1 I'm going to go there, when I see your equipment outside of 2 these sites, when I see you following a product from 3 beginning to end using the critical path method of which I 4 know very well, okay, then I'll say what we're working with 5 for real.</p> <p>6 So I'm going to say this to everybody. Philadelphia, 7 we are a city of neighborhoods. We need neighborhood 8 inclusion. We need experts at the table at all times.</p> <p>9 I'm going to be here in the public, okay, but to sum 10 this up, bring me to the table, because you all are all 11 mixed up, okay, trying to push a square peg into a round 12 hole. You got us messed up with parking. They're now up 13 here parking on the sidewalk in North Philly.</p> <p>14 Planning Commission, everybody, y'all so professional. 15 I'm doing all this for free, volunteering, coming here, 16 spending all my time, and I still have to battle like the 17 devil.</p> <p>18 But you know what? The Creator must have put me here 19 for that because it's not really like a sweat, but I'm kind 20 of sick of not having the respect of having -- of the 21 community and you all so-called professionals as we talk 22 about, what are the facts here, what are best practices, 23 what's real.</p> <p>24 You got bicycle lanes all over the place but you got</p>
<p>Page 91</p> <p>1 that we need to focus on a better product, you all. Come 2 on. We need more efficiencies. We need more all type of 3 studios, more spacious straight-throughs for families.</p> <p>4 But we need to start with rehabbing properties first. 5 All of this nonsense about cost, we all are, you know, from 6 America, you know. We understand rising costs of product in 7 a capitalist society. That's what I'm talking about as far 8 as being an American.</p> <p>9 We're in a capitalist society, and Black folks without 10 any capital per se, and we're getting scammed. I want to go 11 back to the land. The land has been taken from Black 12 Americans over here, Afro-Americans, Black people, was taken 13 land due to NTI. And then here we are now trying to sell 14 them a bill of goods on their own land.</p> <p>15 So I'm going to say, let's go back to the drawing 16 board. Let's get somebody like myself. Yeah, I'm going to 17 give myself props and say, you know, let me get to the table 18 so I can give you all some quality product with my 19 background.</p> <p>20 I've been a mortgage broker so I know financing very 21 well. All this talking and chitter-chatting -- I even was 22 with Mosaic as a company. I thought I could go there and 23 add my skills to their development.</p> <p>24 But when we talk about developers, African-Americans,</p>	<p>Page 93</p> <p>1 people parking on the sidewalk. You're increasing density. 2 We need to slow down. This is a period of time that we can 3 do that.</p> <p>4 I'm going to say, table it, all the mess. Table the 5 mess. It's a hot mess, y'all. There's too much recusing, 6 you all Board members, you know. You come in and out.</p> <p>7 You got professionals on the team, you know, pushing 8 an agenda. How you sitting up here selling the turnkey on a 9 Land Bank hearing meeting? What are you talking about here?</p> <p>10 And then going to try to challenge me as a Black woman 11 from North Philly with years of experience. I don't think 12 so. Table this mess and anything else you got coming up, 13 because this is North Philly. We ready to fight back.</p> <p>14 We're taking everything to appeal, so I'm letting 15 y'all know, don't get too tight with anything that's going 16 on. We're asking for investigations. We are appealing, and 17 we're requesting that you all calm down, slow down, and stop 18 selling our land without input from the community.</p> <p>19 Thank you all very much for hearing me out. Thank 20 you.</p> <p>21 CHAIR FADULLON: Thank you, Ms. Robinson.</p> <p>22 And next, I'm just going to say I have no idea how to 23 pronounce this name, so I'm going to say either Mr. or Ms. 24 Opara, and I apologize for my ignorance about how to</p>

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## Exhibit A

Philadelphia Land Bank  
12/12/2023

94-97

<p style="text-align: right;">Page 94</p> <p>1 pronounce the name.</p> <p>2 MR. OPARA: No, not at all. You are not the first nor</p> <p>3 will you be the last, so -- but no, you can call me Ugo for</p> <p>4 short. I am the developer with 215 Construction, 215</p> <p>5 Development Corporation.</p> <p>6 I'm super excited to be here with all of you. I</p> <p>7 appreciate all the feedback. I'm super excited, I think to</p> <p>8 -- of course, there are some kinks that, you know, everyone</p> <p>9 is so passionately voicing.</p> <p>10 But I just wanted to kind of chime in real quickly and</p> <p>11 just, you know, get some things cleared out that might help</p> <p>12 move things forward because, you know, you got to start</p> <p>13 somewhere, right, so you have to start somewhere and then</p> <p>14 you make improvements as you go along.</p> <p>15 The one thing that I do want to comment on is the</p> <p>16 plans that are getting critiqued. And I just want to let it</p> <p>17 be known that those are simply preliminary, you know.</p> <p>18 Those plans were submitted prior to even knowing if</p> <p>19 the lots were going to be assigned. So I just need the</p> <p>20 Board to understand that these are only preliminary, and</p> <p>21 they were even prior to us even having access to the RCOs</p> <p>22 and hearing the communities and knowing, getting the input</p> <p>23 that they're going to have.</p> <p>24 From my conversations with the RCOs, our floor plans</p>	<p style="text-align: right;">Page 96</p> <p>1 know that you can compare Habitat for Humanity to aspiring</p> <p>2 real estate developers.</p> <p>3 So with that being said, I just want you guys to take</p> <p>4 everything into consideration. This is an amazing</p> <p>5 opportunity, not just for me but all of the people that will</p> <p>6 be working on these projects, which will be members of the</p> <p>7 community, minority owners, Black and brown.</p> <p>8 And just think what will happen in 2024, 2025, 2030,</p> <p>9 what we can grow just to become in communities that really</p> <p>10 don't get the privilege to look like this or have input like</p> <p>11 this, right.</p> <p>12 So just please take that in consideration. I do not</p> <p>13 want this opportunity to be squandered. It's been a year-</p> <p>14 plus in the making, and it would be pretty devastating if</p> <p>15 we're not able to move forward simply because we got to walk</p> <p>16 through the bedroom to get to the backyard. That can simply</p> <p>17 be changed in one phone call for architecture. Please</p> <p>18 understand that. Thank you.</p> <p>19 CHAIR FADULLON: Thank you. Thank you, Mr. Opara.</p> <p>20 Next we have Strawberry Mansion Community</p> <p>21 Organization.</p> <p>22 MS. CUMMINGS: Good afternoon. How are you?</p> <p>23 CHAIR FADULLON: Good. Go ahead.</p> <p>24 MS. CUMMINGS: Okay. I just wanted to comment</p>
<p style="text-align: right;">Page 95</p> <p>1 have been adjusted, you know. Mr. Michael, I think you hit</p> <p>2 it on the nail. That bedroom thing, going in and out to get</p> <p>3 to the backyard, it does suck, right.</p> <p>4 So our plans have been adjusted to account that,</p> <p>5 because we got that feedback from the community. So what</p> <p>6 you guys are critiquing on now is what we submitted all the</p> <p>7 way back in March before we even had an inclination that</p> <p>8 these lots were going to be awarded.</p> <p>9 So I just need everyone to kind of understand that,</p> <p>10 and just to make it clear that we are, me and everyone</p> <p>11 that's behind me including the Black Squirrel, are super</p> <p>12 excited to work with the community, super excited to create</p> <p>13 affordable housing that is sustainable for the developers to</p> <p>14 keep building as well as the families to live it and grow</p> <p>15 and expand and store their bicycles and things of that</p> <p>16 nature, and like Mr. Mo said, still within reason, because</p> <p>17 the numbers have to make sense, right.</p> <p>18 I think in partner with the Turn the Key and</p> <p>19 everything we've heard from the Land Bank, this is a great</p> <p>20 opportunity to really set the record straight.</p> <p>21 I don't believe we're able to compare ourselves to the</p> <p>22 Fontaine project with Habitat for Humanity. They received</p> <p>23 an abundance of credits. They received an abundance of</p> <p>24 credits. They have been here for a long time, and I don't</p>	<p style="text-align: right;">Page 97</p> <p>1 basically on the Black Squirrel group as well because it's</p> <p>2 really just ironic that none of those people met in our</p> <p>3 community. None of the people may even live there.</p> <p>4 So to have -- and even to be using this terminology,</p> <p>5 Black and brown, as is relative to what? And there are</p> <p>6 things that are happening and we all recognize that, but we</p> <p>7 also have to recognize that in terms of the Black, native</p> <p>8 Black people and NTI, our equity was demolished.</p> <p>9 And that equity now is being transferred to people for</p> <p>10 these small amounts of money that they purchased all of this</p> <p>11 land with, to give us back houses that are not even livable.</p> <p>12 So I would hope that, again, you know, even the Board,</p> <p>13 like we should not have to feel like we are in competition</p> <p>14 with adversarial Board members based on being developers as</p> <p>15 a part of the land that is leaving Black communities.</p> <p>16 A lot of that land left us, left our families, left</p> <p>17 our equity, and they're not ever coming back as houses. So</p> <p>18 this little program of a thousand houses doesn't even</p> <p>19 qualify of the type of wealth, the inheritance wealth that</p> <p>20 native Black families have lost in Philadelphia.</p> <p>21 So I would contend that at the minimum, we would be</p> <p>22 putting people, our families in houses that they don't have</p> <p>23 to try to be concerned with, ten years from now when they</p> <p>24 still can't, and maybe struggling with paying the mortgage,</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

98-101

<p style="text-align: right;">Page 98</p> <p>1 about how they can expand a house that was never really fit 2 or suited for them from the very beginning. 3 So I would hope that you take a look at that, you take 4 a look at how this Board is representing to the community 5 with adversarial processes from communities and then we look 6 a month later, this person is on the Board, and then this 7 person is talking to you all like he's an inspirational 8 speaker, using inspirational speaker techniques like y'all 9 are students, as if what the community is saying has no 10 value because it's about the developers, and therefore y'all 11 lose your voice. 12 So we shouldn't have to feel that somebody can come on 13 a board and take your voice, because their goal is about 14 development, and I don't think any neighborhood or any 15 person in their right mind would want to live in a 16 neighborhood that has been decayed through negligence, would 17 not be in agreement with doing development. But it's not 18 development that is going to be painful to us. It's not 19 development that should be a hardship. 20 Many of us have lived in our houses in Philadelphia 21 without a hardship. You want to do development that is 22 going to bring hardship particularly to those families with 23 low-incomes in a year or two, because if you don't do it 24 right, it doesn't work.</p>	<p style="text-align: right;">Page 100</p> <p>1 colleagues and I support what they're saying. 2 At the same time, we do support minority and Black 3 developers because we've been, as you know, we've been down 4 Planning Commission, we've been all over advocating for 5 that, but they need help, and a lot of more help. 6 They want to give back. They need help on the 7 development part of it, and that's what we need to work, to 8 helping them in terms of building on the development side of 9 it and the cost of it and not put it back on the residents. 10 I just want to make a note to the gentleman that was 11 speaking regarding that. The issue is that what we've found 12 is that we do tend to have more architectural professionals 13 on these Boards who we feel are not really in touch with the 14 communities and they always speak from more of a developer's 15 standpoint than they do from a community standpoint, and 16 that in itself is a disconnect. 17 The other point I want to make is, \$280,000, what we 18 find, it goes on the MSL listing. And the MSL listing is 19 then put on these Zillows and these other listings that ping 20 to over a hundred -- we found one pings over 150 other 21 zoning sites around the country. 22 So not only are you putting forth this price of 280, 23 280 goes down, the 75 dollars once it -- 75,000 that comes 24 off. It is the 180 -- the 280 that goes all around the</p>
<p style="text-align: right;">Page 99</p> <p>1 So that's all we're saying. And if all these people 2 that want to run in here and use these words, all this 3 terminology, Black and brown, none of those people have come 4 to me. 5 I'm doing real work in my community and I'm the one 6 that you blackball. I'm the one that, "Oh, Bonita 7 Cummings," because we have to be able to stand up for what 8 is right. 9 We don't get to come to your cute little parties and 10 socialize with you because you don't want to see us, because 11 we want to be talking about the real thing. 12 So I say to this Board, do not let nobody take your 13 voice. Some of you we do depend on. Some of you are in 14 your right mind. So if we want to do development, then we 15 do need to look at it from the perspective of all of the 16 matters and all of the things that can ultimately harm those 17 families, and that's the concern that we have as ROCs. So 18 thank you. 19 CHAIR FADULLON: Thank you, Ms. Cummings. And next we 20 have Call-In User No. 1, more infamously known as Ms. 21 Tiffany Green. Go ahead, please. 22 MS. GREEN: Hi, how you doing? Yeah, this is Tiffany 23 Green in South Philly. I'm going to keep it brief, Anne, 24 because I do want to support my North Philadelphia</p>	<p style="text-align: right;">Page 101</p> <p>1 country, and then is listed. And so therefore, you're 2 putting forth this whole market rate. 3 So to try to redefine affordability, everyone's 4 talking about affordability. This is considered market rate 5 in many areas around the country. It's not considered 6 affordability, and that's what Philadelphia's trying to do 7 is redefine the affordability, and that's not fair to those 8 of us who are living in low-, moderate income neighborhoods. 9 The other thing is that the 280 also increases tax 10 assessments for landlords in the area who might be still 11 renting at eight, nine hundred dollars. 12 And what happens is that when they get an increased 13 assessment based on the 280, \$280,000, \$300,000, then what 14 happens, it increases the rents for those that were paying 15 900 now go up to 12 and 13 hundred which leads to more 16 displacement and homelessness. These are points that we're 17 trying to make, and the increased rent is an issue. 18 And just for my final points is, believe it or not, 19 there was an article just came out that many businesses did 20 not come back after the pandemic downturn. 21 A lot of these offices are sitting empty, okay, and 22 now they want to turn these offices into market rate 23 apartments. So that's why it's important that right now, 24 that the Land Bank and those who are working with the City</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

102-105

<p style="text-align: right;">Page 102</p> <p>1 properties should at this point really put a halt on any 2 kind of market rate as far as City properties are concerned. 3 They should be more 80 percent and below, and more for 4 60 and 40 percent, because a lot of market rate developers 5 are not building for 60 and 40 AMI income at all, period. 6 And just to let you all know, in this area, where 7 we're at, we have a lot of new blight. A lot of these 8 buildings and houses are sitting empty. A lot of these 9 apartments are sitting empty. A lot of people moved out 10 when the pandemic came and have not moved back in. 11 So here you are talking about affordability at 280 and 12 a lot of people have not come back to Philadelphia on this. 13 And so these are issues that I think need to be considered 14 by you going forth into 2024. 15 And finally, a row house, two-story, should be 16 considered -- should be kept down around 180 because of the 17 fact that is where two-stories should be, not at 280, 18 because the three, four, five hundred thousand dollar houses 19 are still going around \$400,000. 20 And so therefore, you're trying to now bring up two 21 stories all the way up, and without a basement, we find that 22 some people really have difficulty with no basement, like 23 you said, no storage downstairs. They are not able to -- 24 you know, the rooms are really limited in terms of being</p>	<p style="text-align: right;">Page 104</p> <p>1 Whatever engagements we need to make, I'd be the first one, 2 and some of you guys know me well enough to know that I walk 3 up and down the different corridors throughout the City. I 4 live in the City. I work with people in the City. 5 Everybody that we have going through our program are 6 committed to trying to make this City a better place for 7 people to live, for people to raise families. 8 Now, I'm going to say that I think right now, not just 9 at this meeting with us but in the more current times, we're 10 being held to a standard to make up for other developers' 11 errors, you know. 12 There's been some bad deals done. There's been some 13 bad developers. But every single person that we're going to 14 have come to our program lives in the City. We can't just 15 build them and walk away. 16 Some of the people that will be coming through the 17 Land Bank requesting properties live in the very communities 18 that they're trying to build in. 19 So what I want to do is make sure that we continue to 20 engage the RCOs, we continue to think about what's going to 21 be right, what's going to be right with design, what's going 22 to be practical, how can we make this so that people can get 23 affordable homes, how do we make it so that people can 24 actually have the homes as equity so that they can create</p>
<p style="text-align: right;">Page 103</p> <p>1 able to function. 2 All right, and so that's some of my points I wanted to 3 just document, okay. Thank you. 4 CHAIR FADULLON: Thank you. And next we have -- my 5 gosh, with these names, you guys. Andrey Zeygelshafer. 6 (Pause.) 7 CHAIR FADULLON: You were un-muted and then you muted 8 yourself. You should be able to un-mute and provide us with 9 your comments. 10 (No response.) 11 CHAIR FADULLON: All right. I'm going to go on to 12 Kevin Williams, and then hopefully we can come back to 13 Andrey, if that's how we say it. 14 Mr. Williams, you should be able to un-mute yourself. 15 MR. WILLIAMS: Thank you guys. I appreciate this 16 opportunity. First, I just want to just kind of fill in 17 some of the gaps. 18 Our guys through the Philly Rise program, that we do 19 Black Squirrel, our intention is in no way to try to be, you 20 know, a big-time real estate developer. 21 I mean, we want to make sure that our communities are 22 safe. We want to make sure that our communities are 23 affordable. 24 We don't have intentions on overlooking the RCOs.</p>	<p style="text-align: right;">Page 105</p> <p>1 generational wealth. That's it. That's what we're trying 2 to do. 3 Now, how we bring all those pieces together and how we 4 make everybody sitting at the table to feel like that's an 5 honest approach that we're making, then we just need to keep 6 talking. 7 So I just want to make that real clear. This is not a 8 one time where you see me and then I'm not here again. This 9 is not me leaving Philadelphia and, you know, sending in a 10 check or mailing it in. 11 The people that you see that come through these 12 meetings from our program live in the City. They want to 13 make a difference in the City. 14 If what we have to do is make sure that we can be 15 competitive, we have to make every single dime count, 16 because these guys don't come to this with a boatload of 17 money. They're trying to make a difference in the City they 18 live in. And I want to do everything I can to make sure 19 that that happens. 20 I'll make myself accessible to any member of the 21 Board. I'll make myself accessible to any person that wants 22 to send us a check. You want to go through RCOs, RCOs, you 23 guys can reach out to me. We're going to make sure that 24 this works. That's it.</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

106-109

<p style="text-align: right;">Page 106</p> <p>1 CHAIR FADULLON: Thank you, Mr. Williams. 2 And next we have David Langlieb. 3 MR. LANGLIEB: Thank you. Again, this is Dave. I 4 just want to stress, I really think we have an opportunity 5 here to address the issue of equitable development in the 6 City with folks like Ugo and the rest of the Black Squirrel 7 cohort. He's a very talented developer we're proud to 8 support and to finance. 9 Kevin alluded to this, and I alluded to it a little 10 bit earlier, but our financing from the Accelerator Fund is 11 typically pre-development financing, which is money that 12 goes into these deals to allow for the completion of plans 13 and specifications as well as other soft costs. 14 And when we add, you know, delay and uncertainty into 15 the process, there are significant costs for the people 16 trying to do this work, carrying costs, financing costs in 17 particular, but also, you know, potentially the increased 18 cost of materials. 19 And I'd add that small developers who've completed a 20 couple rehabs trying to scale up who are trying to assist 21 are the kinds of firms that are least able to manage that. 22 So that's why we support Ugo and the rest of the Black 23 Squirrel cohort, and I think it's important work they're 24 doing. Thank you.</p>	<p style="text-align: right;">Page 108</p> <p>1 and they can lobby legislators to extend the time period. 2 You don't get to throw anything in our community on land 3 where we had valuable properties, valuable designs, valuable 4 land use because you want to make a profit. 5 Early on I stated sometimes, but I'm going to say 6 again, that Philadelphia is the seat of America, and that 7 includes our architecture and the way we live here. 8 And in Philadelphia, life includes -- there's a 9 synergy between how we live inside our homes and outside our 10 homes. And with all due disrespect to the negative effect 11 that the crack era, drugs that were spilled onto our 12 neighborhoods by the government, that's what ruined our 13 lives outside. 14 We're moving away from that. We're moving back to how 15 we existed since 1776, and that was where life inside the 16 beautiful home and life in the beautiful community 17 neighborhood were synergized. So these designs are 18 definitely in huge conflict with that. 19 The escalation in construction and design costs, 20 they're currently supposedly reported to be related to 21 COVID, and I expect, and I guess the marketplace expects 22 that those current escalations will correct themselves to a 23 normal percentage of escalations in cost, in construction 24 and design or whatever it takes to develop properties.</p>
<p style="text-align: right;">Page 107</p> <p>1 CHAIR FADULLON: Thank you, David. 2 And next and the last person we have is 267-271-3552, 3 which I believe is the woman from Swampoodle. Go ahead, 4 please. 5 MS. FERNANDEZ: Yes. This is Adrienne Fernandez again 6 from Swampoodle Neighborhood Parcels Association, and I'm 7 going to comment. 8 So first, I agree with Board Member Michael. Sorry, 9 Michael, I forgot your last name. Design and land use 10 issues are primary to all dispositions of what is public 11 property land, and that's it. 12 Michael has had discussions with Tinamarie and I about 13 that at the Civic Design Review, so design and zoning, they 14 go into all conversations of development. And we will 15 comment, you know, we'll make those comments. 16 As far as the subsidies expiring, for our communities 17 to improve, we are not concerned -- we don't want to lose 18 subsidies that are going to be beneficial for good 19 development, good design, good land use. 20 But we're not concerned with desperation of developers 21 who may come from out of town because they're desperate for 22 some profit, whatever the size of the profits are. They're 23 not going to us. 24 So subsidies and other funding, they can do what we do</p>	<p style="text-align: right;">Page 109</p> <p>1 So as far as being desperate to build based on the 2 current increased costs, let's see what's going on in the 3 near future when they're going to somewhat drop, because the 4 escalations now are based on COVID emergency, not based on 5 the normal escalation in construction and design costs. 6 So next -- I'm just trying to, I quickly wrote these, 7 just trying to cover everything that's important. 8 CHAIR FADULLON: You're doing a good job so far. I 9 think, if you can just tell us, you know, kind of your major 10 concerns for or against. 11 MS. FERNANDEZ: I'm doing that, but it's just that I 12 need as much time as developers, some of them who have 13 called in twice, and some of the Board members have also 14 commented twice, okay. 15 And you know, I had no paperwork, so I like to read 16 and write, like, to have background for what I'm doing. I 17 didn't get the paperwork in time to recognize it, to open it 18 and have others help me go through it, so I'm commenting on 19 the fly, okay. So -- and I'm hungry. 20 I'll just go to another area that I know has not been 21 mentioned here, in design, bad design combined with 22 expensive mortgages based on, Philadelphia is a low- to 23 moderate income environment overall in majority. 24 So we're talking about many, many residents who can</p>



**Exhibit A**  
**Philadelphia Land Bank**  
**12/12/2023**

110-113

<p style="text-align: right;">Page 110</p> <p>1 afford the same thing. So therefore, most of our</p> <p>2 traditional Philadelphia residents should be the first</p> <p>3 benefactors from Philadelphia public property, that any</p> <p>4 subsidies, credits or tax benefits that go towards that,</p> <p>5 okay, they should be the major benefactors.</p> <p>6 So looking at that, there's another initiative that is</p> <p>7 competing for similar and adjacent lands and properties</p> <p>8 which has not been spoken about, and that's the -- we're</p> <p>9 getting increases for requests for land use, proposed land</p> <p>10 uses for medical reasons. In some cases, those are by-</p> <p>11 right.</p> <p>12 The intention for those properties nearby our</p> <p>13 residences is to move in opiate addicts, opiates, there's a</p> <p>14 drug called fentanyl, and addicts.</p> <p>15 So now imagine that I've taken my hard earned low- to</p> <p>16 moderate income salary and I've invested in a poorly</p> <p>17 designed property and now have opiates concerns next to my</p> <p>18 home.</p> <p>19 Now, the affected ROOs in our area, we're working hard</p> <p>20 to not have those there. They're even trying to go into</p> <p>21 areas that have nothing like that, next to homes that are</p> <p>22 not occupied by low-income residents. So this is kind of</p> <p>23 being kept quiet in Philadelphia.</p> <p>24 What's fueling this, what's funding this is the rapid</p>	<p style="text-align: right;">Page 112</p> <p>1 affected areas of these addresses.</p> <p>2 So I think that all these turnkey programs, which I</p> <p>3 can almost call them desperation development, should be</p> <p>4 tabled, and that the proper public participation is</p> <p>5 demanded. Thank you.</p> <p>6 CHAIR FADULLON: With that, everybody's had a chance</p> <p>7 to talk once, and so I'm going to close the public comment</p> <p>8 and open it to the Board. If there's no other questions or</p> <p>9 comments from the Board, can I get a motion from the Board?</p> <p>10 MR. RUSHDY: Motion to approve.</p> <p>11 MR. BALLOON: Second.</p> <p>12 CHAIR FADULLON: Motion has been made and properly</p> <p>13 seconded to approve the disposition of five properties on</p> <p>14 North 19th Street to 215 Development Corporation. I'm going</p> <p>15 to ask for a show of hands on this one as well. I have a</p> <p>16 feeling it could be close. All in favor, raise your hand.</p> <p>17 (Mr. Rushdy and Mr. Balloon raising hand.)</p> <p>18 CHAIR FADULLON: All opposed?</p> <p>19 (Ms. Gonzalez, Mr. Koonce, Mr. Johns, Mr. Sauer,</p> <p>20 Ms. Rashid and Mr. Goodman raising hand.)</p> <p>21 CHAIR FADULLON: The motion does not carry.</p> <p>22 (Inaudible) -- to the Board as to whether or not they would</p> <p>23 like to make another motion regarding this particular</p> <p>24 project.</p>
<p style="text-align: right;">Page 111</p> <p>1 rehousing program that the current DA has supported even</p> <p>2 before he came into office.</p> <p>3 And now they're trying to make a move to transfer that</p> <p>4 into, they're trying to infuse that, use that for the</p> <p>5 turnkey program, for different housing programs, which would</p> <p>6 end up being next door to houses like these. That's</p> <p>7 unacceptable.</p> <p>8 That's a new -- it's not a new situation but it's a</p> <p>9 growing situation, and I expect it will be on the radar</p> <p>10 soon. There's lots of news about it around the country.</p> <p>11 That's definitely going to make a huge negative impact</p> <p>12 that should be considered. I'm not going to buy a house for</p> <p>13 \$150,000 or \$280,000 and live next door to transient housing</p> <p>14 that has addicts in it that the government is supporting.</p> <p>15 So there's a lot of problems here with the price of</p> <p>16 the homes and also the fact that the designs are poor.</p> <p>17 That's pretty much what I need to convey today, express.</p> <p>18 And I hope that any project -- I understand, I do</p> <p>19 respect the fact that the community supported this project,</p> <p>20 but as soon as I heard that, I'm wondering if they were</p> <p>21 adequately notified the way we weren't.</p> <p>22 We were selectively notified. So their support may</p> <p>23 change and they may also want more time if they realize that</p> <p>24 they didn't have a good base of notification around the</p>	<p style="text-align: right;">Page 113</p> <p>1 MR. GOODMAN: I would like to make an alternate motion</p> <p>2 to table pending one more meeting with Land Bank staff about</p> <p>3 revised, submitting revised floor plans.</p> <p>4 MR. JOHNS: Second.</p> <p>5 CHAIR FADULLON: Motion has been made and properly</p> <p>6 seconded to table this item to allow the developer and Land</p> <p>7 Bank staff and, I would add, representatives of the</p> <p>8 community to come together and see if we can get a more</p> <p>9 amenable development scheme.</p> <p>10 Yes, Angel, go ahead.</p> <p>11 MR. RODRIGUEZ: Just for point of clarification, this</p> <p>12 is to the Board and to Andrea, just for the record to show</p> <p>13 that, so the Board voted no, it did not pass, and then a new</p> <p>14 resolution was presented with criteria to bring both</p> <p>15 projects back. I think that's --</p> <p>16 CHAIR FADULLON: Correct.</p> <p>17 MR. RODRIGUEZ: -- the accurate way to talk about it,</p> <p>18 right? So the Board --</p> <p>19 CHAIR FADULLON: Yes.</p> <p>20 MR. RODRIGUEZ: -- rejected --</p> <p>21 CHAIR FADULLON: That is correct.</p> <p>22 MR. RODRIGUEZ: And then the Board asked for -- gave</p> <p>23 criteria, and once that's met, then it will be brought back,</p> <p>24 correct?</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

114-117

<p style="text-align: right;">Page 114</p> <p>1 CHAIR FADULLON: Yes -- well, and I -- yeah, and I</p> <p>2 would say that I believe the intent of the Board from doing</p> <p>3 that is that they will not come back to the Board in exactly</p> <p>4 the same, looking exactly the same, that there will be some</p> <p>5 adjustments made to them before they came back to the Board.</p> <p>6 That's what I believe the Board's intent was.</p> <p>7 MR. RODRIGUEZ: Okay. Thank you for the clarity.</p> <p>8 CHAIR FADULLON: Sure. All right. So that gets us</p> <p>9 through Items V.A.1 and 2.</p> <p>10 MR. RODRIGUEZ: We didn't vote yet, Madam Chair.</p> <p>11 MS. SAAH: Yes, Item 2, the motion on the floor -- go</p> <p>12 ahead.</p> <p>13 MR. RODRIGUEZ: Madam Chair, your mic is going in and</p> <p>14 out a little bit.</p> <p>15 CHAIR FADULLON: Yes, I'm losing batteries from my ear</p> <p>16 buds, so Andrea, say what you want to say very quickly, and</p> <p>17 then I'll call the vote. I apologize. There's been a lot</p> <p>18 of conversation and I got lost, so --</p> <p>19 MS. SAAH: That's fine. I just wanted to ask, who</p> <p>20 made that original motion? Was it Andrew Goodman?</p> <p>21 MR. GOODMAN: Yes.</p> <p>22 MS. SAAH: It was seconded by --</p> <p>23 MR. JOHNS: I think I --</p> <p>24 MR. GOODMAN: I think it was Michael Johns.</p>	<p style="text-align: right;">Page 116</p> <p>1 as IA 21, specifically for the of a development of a five-</p> <p>2 story mixed use commercial building at Lancaster and Paris,</p> <p>3 not too far from 44th and Lancaster.</p> <p>4 IA 21 proposes to develop a 10,000 square foot</p> <p>5 building that will house retail and commissary kitchen space</p> <p>6 on the ground floor along with some upper floor office space</p> <p>7 that will house some areas for the organization itself and</p> <p>8 some business oriented supportive services.</p> <p>9 The proposal was unsolicited and evaluated pursuant to</p> <p>10 the disposition policy, and the disposition qualified for a</p> <p>11 discounted purchase price due to its social impact</p> <p>12 component.</p> <p>13 The proposal again was unsolicited and evaluated</p> <p>14 pursuant to the disposition policy. The purchase price will</p> <p>15 be for \$10,000. The project is utilizing a federal grant</p> <p>16 from Congressman Dwight Evans' office, and evidence of the</p> <p>17 project finance has been provided.</p> <p>18 The applicant is in compliance and good standing with</p> <p>19 the City of Philadelphia. It will be subject to an economic</p> <p>20 opportunity plan, an irrevocable power of attorney and right</p> <p>21 of reverter/re-entry as well.</p> <p>22 The project will have a permanent deed restriction</p> <p>23 placed on it so that the property and the parcel use remains</p> <p>24 limited to community benefiting uses. Thanks.</p>
<p style="text-align: right;">Page 115</p> <p>1 CHAIR FADULLON: It was Mike Johns.</p> <p>2 MS. SAAH: Thank you.</p> <p>3 CHAIR FADULLON: All right. So sorry about that,</p> <p>4 everybody. I am going to call the question, which is the</p> <p>5 motion on the floor, seconded, is to table this item for,</p> <p>6 again, adjustments to the development. All in favor?</p> <p>7 (Chorus of ayes.)</p> <p>8 CHAIR FADULLON: Any opposed?</p> <p>9 (No response.)</p> <p>10 CHAIR FADULLON: Okay. That motion carries, so again,</p> <p>11 apologies. Item V.A.1 and Item V.A.2 have been tabled for</p> <p>12 further configuration, shall we say.</p> <p>13 All right. So that brings us to Item V.B, which is an</p> <p>14 unsolicited community benefiting use, and while staff</p> <p>15 presents this item, I'm going to work on my audio.</p> <p>16 MR. GOODMAN: Quickly, Madam Chair, I'll be turning my</p> <p>17 audio and video off and recusing myself for the next two</p> <p>18 considerations.</p> <p>19 CHAIR FADULLON: Thank you.</p> <p>20 MR. LAWRENCE: Thanks, everybody. Today we're asking</p> <p>21 the Board to authorize the disposition of properties that</p> <p>22 are located at 4320 and 4322 Lancaster Avenue in West</p> <p>23 Philly, specifically to Lancaster Avenue 21st Century</p> <p>24 Business Association, a non-profit organization more known</p>	<p style="text-align: right;">Page 117</p> <p>1 CHAIR FADULLON: Thank you. Any questions or comments</p> <p>2 on this item from the Board?</p> <p>3 (No response.)</p> <p>4 CHAIR FADULLON: Seeing none, Andrea, did we receive</p> <p>5 any comments from the public prior to the Board meeting on</p> <p>6 this item?</p> <p>7 MS. SAAH: We did not receive any.</p> <p>8 CHAIR FADULLON: Thank you. That takes us to public</p> <p>9 comment, and the first hand we have up is Judith Robinson.</p> <p>10 MS. ROBINSON: I'm just asking, who is going to be the</p> <p>11 person who monitors the economic development I keep hearing</p> <p>12 you all talk about, you know?</p> <p>13 Here we are, a City with -- Black people built this</p> <p>14 town, you know, worked so hard, and we've been shut out of</p> <p>15 the construction industry by white folk, okay.</p> <p>16 Now we come in with some folks from other parts of the</p> <p>17 world, now going to wheel and deal on what, you know, we</p> <p>18 have lost.</p> <p>19 I just want to make sure as a Black woman, hell, yeah,</p> <p>20 I'm standing up to say y'all got to be kidding me. This</p> <p>21 whole process is tainted, big time.</p> <p>22 And you barely want to hear what I have to say. Well,</p> <p>23 you know what? I love the public process because it's</p> <p>24 important that we have public participation.</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

118-121

<p style="text-align: right;">Page 118</p> <p>1 You got a lot of nerve. This project is so whack, you 2 know, in so many ways. Who sat down at the table and even 3 declared this something that even should be presented to us, 4 you know? 5 I'm going to definitely let you know, to be continued, 6 because there's no way you should have a salesperson sell to 7 the developer, he flips -- like even having my good friend 8 Andrew Goodman recuse himself. It's too much of that with 9 this Land Bank. 10 Several of you all recuse yourself. You jump in. We 11 think you gone. You come back with -- look, I love this 12 gentrification in real time, right, because I don't watch a 13 lot of television, so this is very interesting to me, you 14 all. But you know what? Y'all really pushing the envelope. 15 And then we don't have enough input. If the community 16 knew, if they really knew -- so they're not getting 17 notification. 18 So I want to go back to just to ask, on the last 19 situation, who was the RCO, please? Can I get that 20 information? 21 And I want to say this, as the scam of RCOs have 22 happened where I'm calling myself Judith Robinson, 23 representative of the 32nd Ward, representative emeritus 24 because of the scam where they're trying to stop me from</p>	<p style="text-align: right;">Page 120</p> <p>1 disrepair, throwing Black folks out of those properties. 2 Why don't you work on some of them? 3 And let's get some true affordable. A thousand 4 dollars is not affordable. We got poverty all over the 5 place. You know that. 6 In closing, because I'm going to get off of this, 7 because I hear it. This is just some biggest scam. Y'all 8 should be ashamed of yourself, to be honest. This is 9 shameful in the City of Philadelphia. 10 This is recorded, I see, so I want to make sure I'm on 11 the right side of law and the right side of justice, because 12 housing is shelter. With that, you all have a great 13 holiday. Peace. 14 CHAIR FADULLON: Thank you. And next we have Jackie 15 Williams. 16 MS. WILLIAMS: Yes. Good afternoon. Yes. I'm Jackie 17 Williams with Lancaster Avenue 21st Century Business 18 Association, also known as LA 21. And I'm just going to 19 speak for a few minutes about who we are, and I'm the 20 director of operations here at LA 21. 21 We are, as you already known, a CDC 501(c)(3), and we 22 were organized in 2008, so this is our 15th year. And our 23 purpose is to help minority businesses to get started and to 24 scale up.</p>
<p style="text-align: right;">Page 119</p> <p>1 getting information. 2 Y'all know good and well that'll never happen. I was 3 not a part of the RCO all these years of getting information 4 -- so it's a scam. The whole process is tainted big time. 5 After a decade of the RCO, y'all, it's a scam. You 6 got to give everybody notification. If I ask for some 7 information, I want it, and I don't want to have to keep 8 begging with the Right to Know where they're going to give 9 me legalese and then deny my request. 10 So you all need to really get together. I'm going to 11 say this to all of you all as we go towards holiday. 12 Conscience asks the question, is it right? Conscience asks 13 the question, is it right? 14 You stole this land using eminent domain and the NTI 15 from Black people. Now you have some disrespectful person 16 coming before us, making us think we should like something, 17 ramming it down our throat. I don't think so, y'all. 18 I'll match anybody anywhere and all them groups y'all 19 talking about, y'all squirreling this and squirreling that. 20 I'll match you. I'll match you. I'll out-read you, because 21 I'm challenging you. Let's get this thing right. 22 Now, you say you don't have no experience, then you 23 need to start with what we already have built. Ask for some 24 of them, all them PHAs running around here, vacant,</p>	<p style="text-align: right;">Page 121</p> <p>1 We have a program called Scale Up Your Business. We 2 started it during the pandemic in 2020. Since then, we've 3 had ten -- we just graduated our tenth cohort. Over 200 4 businesses, small businesses, BIPOC, and of course we don't 5 leave anyone out, but primarily BIPOC and primarily, 6 interestingly enough, over 80 percent are women. 7 And according to our statistics, 40 percent of them 8 still are in their homes, working out of their homes, 9 working through the Internet. 10 But what we want to do with this project is to give 11 opportunity to these businesses to be on a commercial 12 corridor. 13 We already know that small business is the way to 14 economic improvement in our neighborhoods. They can get on 15 the avenue and they can scale their business. Now they can 16 hire other people, and again, now we're talking about 17 creating generational wealth. 18 As indicated before, we do have support from the 19 federal government through Congressman Evans, \$1 million 20 that we are in line for. 21 We also are supported by our City Councilperson. 22 We're also supported by the Department of Commerce, and we 23 have a letter of support from the state. 24 Part of what we're going to do with this business,</p>



## Exhibit A

Philadelphia Land Bank  
12/12/2023

122-125

<p style="text-align: right;">Page 122</p> <p>1 particularly on the ground floor, the commercial floor, the 2 commercial first floor, we're going to have a commercial 3 kitchen. 4 We have -- many of our businesses are caterers and 5 they are bakers and they need to be able to be in a 6 commercial kitchen that they can afford. 7 We know there are commercial kitchens in Philadelphia. 8 We also know that those commercial kitchens are a little bit 9 pricey for some of our people, and there's a waiting line, a 10 waiting list for some of these commercial kitchens. 11 We aim to fill part of that gap by having a commercial 12 kitchen and a cafe attached to it so that as people are 13 making their goods and their products, they have a place to 14 sell it. And it will be on a rotating basis. 15 In addition to that, we will have space for the 16 community to come in and to do different activities, and so 17 this building is going to be an integral part of the 18 community. 19 In addition to all of the other services that we 20 provide, this will give us an opportunity to have a 21 centralized place where we can have all of our services. 22 Thank you so much for your time and your attention. 23 CHAIR FADULLON: Thank you, Ms. Williams. 24 All right. Seeing no other hands raised from the</p>	<p style="text-align: right;">Page 124</p> <p>1 space. 2 The applicant is compliant and in good standing with 3 the City of Philadelphia and will be purchasing the property 4 for nominal. The project will not be subject to an economic 5 opportunity plan, but it will be subject to use restrictions 6 for managed open space. Thank you. 7 CHAIR FADULLON: Thank you, Jessie. Any questions or 8 comments on this item from the Board? 9 MR. BALLOON: Yeah, I have a quick question, Madam 10 Chair. When it says that the use is going to be governed in 11 perpetuity, does that mean it's going to be open space on 12 Market Street in perpetuity? 13 MR. LAWRENCE: That is correct. 14 MR. BALLOON: Thank you. 15 CHAIR FADULLON: I would assume that if there was some 16 other alternative use, that they could come back to the 17 Board and sort of say, "Hey, this is what we're interested 18 in doing," given that it's the Land Bank that's putting the 19 deed restriction on there, that there is some opportunity at 20 some point in the future that if situations change, that 21 they could come back to whoever is the Board then and ask 22 for a reconsideration. Is that accurate, Andrea? 23 MR. RODRIGUEZ: Correct. A new declaration would be 24 filed changing the previous one, but this is standard</p>
<p style="text-align: right;">Page 123</p> <p>1 public, unless there's any other questions or comments from 2 the Board, can I get a motion on this item? 3 MR. KOONCE: Motion to approve. 4 MR. JOHNS: Second. 5 CHAIR FADULLON: Motion has been made and properly 6 seconded to approve this disposition of 4320 and 4322 7 Lancaster Avenue for a community benefiting use. All in 8 favor? 9 (Chorus of ayes.) 10 CHAIR FADULLON: Any opposed? 11 (No response.) 12 CHAIR FADULLON: Thank you. Motion carries. That 13 brings us to Item V.C, which is development for garden open 14 space. 15 MR. LAWRENCE: Thanks again, Madam Chair. Today we're 16 asking the Board to authorize the disposition of two 17 properties in West Philly to Achievability, a non-profit, 18 for the development of a community play space on the pair of 19 properties in the Third Council District. 20 The non-profit intends to repurpose these lots in 21 support of its Hopeful Horizons program that engages youth 22 through play, educational, recreational and socio-cultural 23 opportunities. Improvements will include play equipment and 24 new greenery for shade to provide free outdoor community</p>	<p style="text-align: right;">Page 125</p> <p>1 practice for gardens so that we don't have situations where 2 -- I mean, I could see your reaction. 3 It is Market Street, you know, the propensity for a 4 flip in a commercial corridor, so that's why we have these 5 deed restrictions. But that would -- we could change it by 6 filing a new -- (inaudible) -- 7 MR. BALLOON: Thank you. I appreciate that. And I -- 8 you know, I appreciate that. 9 CHAIR FADULLON: Any other questions or comments from 10 the Board? 11 (No response.) 12 CHAIR FADULLON: Seeing none, Andrea, did we receive 13 any comments from the public prior to the Board meeting on 14 this item? 15 MS. SAAH: We did not. 16 CHAIR FADULLON: All right. Given that, do we have 17 any members of the public that wish to comment on this item? 18 (No response.) 19 CHAIR FADULLON: Seeing none, can I get a motion from 20 the Board? 21 MS. GONZALEZ: I make a motion to approve. 22 MR. JOHNS: Second. 23 CHAIR FADULLON: All right. Motion has been made and 24 properly seconded to approve the disposition of 5906 and</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

126-129

<p style="text-align: right;">Page 126</p> <p>1 5908 Market Street for garden or open space use. All in 2 favor? 3 (Chorus of ayes.) 4 CHAIR FADULLON: Any opposed -- oh, go ahead, Andrea. 5 MS. SAAH: I am so sorry. I forgot to mention that 6 Councilwoman Gauthier did submit a letter in support of both 7 of these dispositions, and that was provided to all of you 8 yesterday so you're aware, but I wanted to put on the record 9 that it was in full support of both of these dispositions in 10 the Third District. 11 And the reason that Mr. Goodman recused himself, just 12 to respond to an earlier comment, was that he was involved 13 in assistant the applicants with their applications, and as 14 a matter of ethics, the ethical requirements we place on 15 Board members, if there's any actual or perceived conflict 16 of interest with a disposition, the Board member is supposed 17 to recuse themselves. Thank you. 18 CHAIR FADULLON: I'm going to just recall the vote, 19 given what just happened. So again, we have a motion on the 20 floor made and properly seconded to approve the disposition 21 of 5906 and 5908 Market Street for garden or open space use. 22 All in favor? 23 (Chorus of ayes.) 24 CHAIR FADULLON: Any opposed?</p>	<p style="text-align: right;">Page 128</p> <p>1 MS. SAAH: No, there were no public comments or from 2 Council. 3 CHAIR FADULLON: Given that, we're going to open up to 4 public comment, and we have a couple of hands raised. We'll 5 start with Judith Robinson. 6 MS. ROBINSON: Okay. Good afternoon. It's another 7 opportunity for me to talk about Strawberry Mansion, where 8 Black folks have been kept in a lot of heck, you know, as a 9 result of PHA and mun land (phonetic) and manipulation, you 10 know, being transferred from this organization and others to 11 PHA. 12 You know, I'm just really appalled by what has taken 13 place here today, you know. We're being lectured to. 14 Rarely do we see Black people like this person getting a 15 side yard, and then you want to put a restriction on it so 16 in the future if they wanted to sell it and take advantage 17 of gentrification like everybody else, they can't do it. 18 So you know, come on. Come on. Who's at the table 19 when these deals are being created? Y'all jumping up and 20 down, recusing and back and forth. Boy, let me in on some 21 of this, okay, besides being just a public person that's 22 here to sound like the angry Black woman. Hell, no. 23 I'm a professional with 40 years behind me, y'all. 24 What we talking about? What we talking about? Y'all need,</p>
<p style="text-align: right;">Page 127</p> <p>1 (No response.) 2 CHAIR FADULLON: Okay. Motion carries. And that 3 brings us to Item V.D or C. I've got two C's on my agenda. 4 I'm sure that's been fixed. Anyway, it's the disposition of 5 2464 North Natrona Street for a side yard. 6 MR. LAWRENCE: Thanks again, Madam Chair. The final 7 item on the Board is Item V.D. Today we're asking the Board 8 to authorize a lot, the suspension petition of a lot to an 9 adjacent owner occupant in North Philly for side yard use. 10 The property is located in the Fifth District, 11 specifically at 2464 North Natrona Street. The applicant is 12 Cierra S. Stokes, the homeowner and owner-occupant of the 13 house next door. 14 She is compliant and in good standing with the City of 15 Philadelphia. Given the use, it will not be subject to an 16 economic opportunity plan, but it will be subject to a 30 17 year mortgage and use restrictions as a side yard. Thank 18 you. 19 CHAIR FADULLON: Thank you. Any questions or comments 20 from the Board on this item? 21 (No response.) 22 CHAIR FADULLON: Seeing none, Andrea, did we receive 23 any comments or questions from the public on this item prior 24 to the meeting?</p>	<p style="text-align: right;">Page 129</p> <p>1 obviously y'all need help. It's so obvious. 2 I'm going to reach out to you all because y'all don't 3 seem to me. Everybody knows me but you don't. You 4 shouldn't even be coming to North Philly. I should sound 5 like a gangster. You shouldn't be coming to my turf without 6 knowing me, okay? 7 Anne'll tell you. We go all the way back to Advocate 8 for Community Development Corporation. I was on the board. 9 So look, I know how to be nice sometimes, but hey, no. When 10 you're touching me in the wrong way and being disrespectful 11 and raping my community, I can't be quiet and sound nice, 12 you know. That's what's happening with the land. 13 The land is leaving our community and we acting like 14 it's okay. It's not okay. From top to bottom, it's not 15 okay. And what's wheeling and dealing, I see here, wow, you 16 know. We need to really make some changes, because y'all 17 sitting up on a Board admonishing the public about our 18 comments or what we're thinking. 19 We've been here. I'm older than probably all of you 20 all on that Board, you know, I think. Wait a minute now, 21 let me think. Mike, I don't know. 22 But let me say this in closing. You all need to 23 listen, because obviously we're trying to do something -- I 24 love my Philadelphia. I love North Philly. So y'all going</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

130-133

<p style="text-align: right;">Page 130</p> <p>1 to have a battle just based on that alone.</p> <p>2 I love North Philly. I love where I am, and I'll be</p> <p>3 taken out of here in a, you know, cotton robe or something,</p> <p>4 you know what I'm saying. I love where I live.</p> <p>5 Don't come here with no mess. Your design is out of</p> <p>6 whack. Your prices are out of whack. Let's see what we can</p> <p>7 talk about. I'll be in touch with y'all if y'all really</p> <p>8 want to talk. If not, you know what? I'll continue coming</p> <p>9 to the public and making sure you know what I'm saying,</p> <p>10 because that's what happening, the public. Public</p> <p>11 participation is so important. Thank you.</p> <p>12 CHAIR FADULLON: Thank you. And we have another hand</p> <p>13 up by Strawberry Mansion Community Organization.</p> <p>14 MS. CUMMINGS: Good afternoon. I just wanted to find</p> <p>15 out as one of the affected ROOs for that geographical</p> <p>16 address, just making sure I'm clear that that's a mortgage,</p> <p>17 30 year mortgage? And what was the price?</p> <p>18 MR. LAWRENCE: Thirty year mortgage is, let me get</p> <p>19 back to the package. That 30 year mortgage will be --</p> <p>20 sorry, Ms. Cummings, I'm scrolling down -- \$21,999, a dollar</p> <p>21 less than what the appraised value of the property is, which</p> <p>22 is \$22,000.</p> <p>23 MS. CUMMINGS: Okay. That -- yeah, I wanted to make</p> <p>24 sure I wasn't --</p>	<p style="text-align: right;">Page 132</p> <p>1 provide us, like, how are they utilizing the yard. It</p> <p>2 cannot be used for parking. Parking is forbidden in all</p> <p>3 these dispositions.</p> <p>4 So they're also required to maintain the lot. They</p> <p>5 are given an agreement. Should they not meet the terms of</p> <p>6 the agreement, we also have power of attorney to revest the</p> <p>7 property.</p> <p>8 So this is a way to provide an opportunity for people</p> <p>9 who've been maintaining vacant lots adjacent to their yard</p> <p>10 to continue to have title and ownership, but it also allows</p> <p>11 us to take it back.</p> <p>12 If you see in the community that, you know, they're</p> <p>13 using it for parking or they're doing something illegal or</p> <p>14 something that's a nuisance to the community, you then can</p> <p>15 let us know and we can reach out to that applicant and then</p> <p>16 we can tell them, you're actually in default of the terms of</p> <p>17 what we granted the land, and make them either stop or we</p> <p>18 can revest the property.</p> <p>19 MS. CUMMINGS: So complaints go back to the Land Bank?</p> <p>20 MR. RODRIGUEZ: Correct.</p> <p>21 MS. CUMMINGS: From the community.</p> <p>22 MR. RODRIGUEZ: Correct, and we will respond to them,</p> <p>23 and we will --</p> <p>24 MS. CUMMINGS: So for next door neighbors, a nuisance</p>
<p style="text-align: right;">Page 131</p> <p>1 MR. RODRIGUEZ: The mortgage isn't serviced and it</p> <p>2 doesn't -- it just sits there.</p> <p>3 MS. CUMMINGS: So it's not -- you don't have to pay</p> <p>4 it? What are you saying?</p> <p>5 MR. RODRIGUEZ: No, no, no. It's not a real -- so we</p> <p>6 put that mortgage on there, that's the stated fair market</p> <p>7 value. The property -- the person receiving the side yard</p> <p>8 does not have to make mortgage payments. There are no</p> <p>9 mortgage payments.</p> <p>10 The mortgage sits there so that, what it does is it</p> <p>11 prevents people from trying to flip properties they got for</p> <p>12 a dollar.</p> <p>13 MS. CUMMINGS: Okay. So can someone send to the ROOs</p> <p>14 -- because also these side lots end up being places for junk</p> <p>15 cars. They end up being places for parked cars.</p> <p>16 So whatever can't go there, is there some regulation</p> <p>17 that we can have as the ROOs so that when that is going on,</p> <p>18 the community knows how to submit whatever complaints that</p> <p>19 they may have?</p> <p>20 Because many of these lots, you know, they say side</p> <p>21 yard, but stuff ends up in them that really is an eyesore to</p> <p>22 the community.</p> <p>23 MR. RODRIGUEZ: The obligation of the side yard</p> <p>24 recipient, they have to fence the yard. They also have to</p>	<p style="text-align: right;">Page 133</p> <p>1 yard, side yard can be what they can view from their second</p> <p>2 floor level. And the reason that's important is because</p> <p>3 from the street level, they may be using those wood fences</p> <p>4 which may block it from that level, but -- so ultimately</p> <p>5 even the affected neighbor should be able to have knowledge</p> <p>6 to send their complaint to the Land Bank; is that correct?</p> <p>7 MR. RODRIGUEZ: Correct, any complaint. Say they're</p> <p>8 piling junk up and you're getting like vectors or like rats</p> <p>9 or something like that, you need to let us know, because</p> <p>10 CLIP will violate the property, the applicant.</p> <p>11 But if we know they're not maintaining the land, we</p> <p>12 need to know, because that's a violation.</p> <p>13 MR. JOHNS: Talk to someone in this Land Bank meeting.</p> <p>14 MS. CUMMINGS: Thank you.</p> <p>15 MR. RODRIGUEZ: You're welcome.</p> <p>16 CHAIR FADULLON: And we have a hand up by Cierra</p> <p>17 Stokes.</p> <p>18 MS. STOKES: Hello. As you know, I'm here, of course,</p> <p>19 I'm buying from the lot right now. I just want to clarify,</p> <p>20 so I don't know, I'm sorry, I don't -- (inaudible) -- just</p> <p>21 ask another question.</p> <p>22 But I just want to clarify that this will be used for</p> <p>23 a side yard. I'm actually from my -- (inaudible) -- from</p> <p>24 Philadelphia, born and raised, and I grew up in the</p>

## Exhibit A

Philadelphia Land Bank  
12/12/2023

134-136

<p>Page 134</p> <p>1 countryside, so I'm used to having land.</p> <p>2 So I wanted to use this for my young -- (inaudible) --</p> <p>3 year old, and so the yard for her to play in with my dog.</p> <p>4 So as you know, living in North Philly, they build houses on</p> <p>5 parcels here and there's no space for you to, you know,</p> <p>6 entertain yourself or your child. So I wanted to use this</p> <p>7 for her.</p> <p>8 CHAIR FADULLON: Thank you. Thank you, Ms. Stokes.</p> <p>9 Okay. That concludes public comment, and so I'm going</p> <p>10 to call the question. Can I get a motion from the Board on</p> <p>11 the disposition of 2464 North Natrona Street for a side or</p> <p>12 rear yard?</p> <p>13 MR. SAUER: So moved.</p> <p>14 MS. GONZALEZ: Second.</p> <p>15 CHAIR FADULLON: Motion has been made and properly</p> <p>16 seconded to approve the disposition of 2464 North Natrona</p> <p>17 Street. All in favor?</p> <p>18 (Chorus of ayes.)</p> <p>19 CHAIR FADULLON: Any opposed?</p> <p>20 (No response.)</p> <p>21 CHAIR FADULLON: Motion carries. All right. That</p> <p>22 concludes the agenda for the December Land Bank Board</p> <p>23 meeting. Is there anybody that wishes to approach the Board</p> <p>24 about any other business?</p> <p>Page 135</p> <p>1 (No response.)</p> <p>2 CHAIR FADULLON: Seeing none, can I get a motion to</p> <p>3 adjourn?</p> <p>4 MS. GONZALEZ: I move to adjourn.</p> <p>5 CHAIR FADULLON: Second?</p> <p>6 MR. JOHNS: Second.</p> <p>7 CHAIR FADULLON: All in favor?</p> <p>8 (Chorus of ayes.)</p> <p>9 CHAIR FADULLON: All right. Thank you all. I hope</p> <p>10 everybody has a fabulous holiday season, and some folks will</p> <p>11 see members of the Board in 2024. This is my swan song.</p> <p>12 It has been a pleasure. This has been quite a meeting</p> <p>13 to end on. I want to thank you to the Board for hanging in</p> <p>14 and all the work that you've done, and I also want to thank</p> <p>15 the members of the community for taking time out of their</p> <p>16 busy schedules to provide comment on these issues that are</p> <p>17 so important to their communities.</p> <p>18 I hope everybody has a healthy and fabulous 2024,</p> <p>19 wonderful holidays, and I'm sure I'll see folks around.</p> <p>20 Take care.</p> <p>21 (Whereupon, at 1:04 p.m., the proceedings were</p> <p>22 concluded.)</p>	<p>Page 136</p> <p>CERTIFICATION</p> <p>1</p> <p>2 I hereby certify that the foregoing proceedings, the</p> <p>3 Philadelphia Land Bank Board of Directors Meeting, were</p> <p>4 reported by me on December 12, 2023, and that I, John A.</p> <p>5 Kelly, read this transcript and attest that this transcript</p> <p>6 is a true and accurate record of the proceedings.</p> <p>7 By:</p> <p>8 <i>John A. Kelly</i> John A. Kelly</p> <p>9 Court Reporter</p>
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**Exhibit B**

**RESOLUTION NO. 2023 - 51**

**RESOLUTION ADOPTING PHILADELPHIA LAND BANK SCHEDULE OF  
REGULAR BOARD OF DIRECTORS MEETINGS FOR CALENDAR YEAR 2024**

**NOW THEREFORE, BE IT HEREBY RESOLVED** by the Board of Directors of the Philadelphia Land Bank (the “Board”) that:

1. For calendar year 2024, the regular meetings of the Board (“Board Meetings”) shall be held at 10:00 a.m. Eastern Prevailing Time on the following dates (generally the 2nd Tuesday of each month):

**January 16, 2024 (3rd Tuesday)**  
**February 13, 2024**  
**March 12, 2024**  
**April 9, 2024**  
**May 14, 2024**  
**June 11, 2024**

**July 16, 2024 (3rd Tuesday)**  
**August 13, 2024**  
**September 10, 2024**  
**October 8, 2024**  
**November 12, 2024**  
**December 10, 2024 (Annual Meeting)**

2. Board Meetings will be held remotely on Zoom, with Board members physically present, visible and audible in their remote locations. A memorandum explaining the attendance and comment procedures for participation by members of the public, including a link for attendance, will be published at least ten (10) days prior to each Board meeting with the agenda on the Philadelphia Land Bank’s website at <https://phdcphila.org/who-we-are/boards/philadelphia-land-bank-board/>.
3. If and when it is determined that in-person or hybrid (in-person and remote) Board Meetings shall resume, advance public notice will be provided. Once such a determination is made, Board Meetings will be held in person in the 17th Floor Boardroom at 1234 Market Street, Philadelphia, PA 19107, with the possible continued option of remote participation via Zoom.
4. Public notice of this schedule shall be given in accordance with the provisions of the Pennsylvania Sunshine Act, 65 Pa.C.S.A. §§ 701, *et seq.*
5. The Executive Director, with the advice of Senior Counsel, may modify this Resolution as may be necessary or desirable to carry out its purposes and intents. The Executive Director or Senior Counsel will notify the Board of all modifications to this Resolution at the next Board meeting following the date of such modifications.
6. This Resolution shall take effect immediately upon adoption by the Board.

<b>Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.</b>
---

## Exhibit C

### 2023 Audit Presentation



# Philadelphia Land Bank

## 2023 Audit Results

*This report is intended solely for the information and use of the Board of Directors and management and is not intended to be and should not be used by anyone other than these specified parties.*



Philadelphia Land Bank, Board of Directors | ADVISORY | TAX | ACCOUNTING | WEALTH MANAGEMENT

Page 28 of 90

## Agenda

### Scope of Services

### Audit Process & Results

### Required Communications



1



## Scope of Services

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## Audit Process

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## Audit Results

### Opinion

- Complete
- Unmodified or “Clean” opinion on the FS for 6/30/2023.

### US GAAS & GAS

- No findings – noncompliance with laws, regulations, contracts and agreements



### Financial Highlights

- Total Assets increased from \$34.6M to \$42.7M
  - Cash decreased from \$2.3M to \$1.8M
  - Receivables increased from \$2.2M to \$3.3M
  - Land Inventory/Capital Assets increased from \$30M to \$37.6M
- Total Liabilities decreased slightly from \$1.1M to \$1.08M
  - Accounts Payable decreased from \$539k to \$503k
- Increase in Net Position of \$8.2M
  - Total revenues were \$11.4M
  - Total expenditures were \$3.3M



## Exhibit C

### Management Recommendations

- Land valuation
- Cost allocations
- Analytics and risk assessments

## Required Communications

### Overall

- No changes to the planned audit procedures
- No changes in scope of audit
- No new accounting standards adopted
- 4 corrected misstatements/Audit Adjustments
- No uncorrected misstatements

### Estimates

- Evaluated significant estimates & related assumptions (Depreciation, Compensated Absences, Land Valuation)
- No changes from PY other than deletion of leases for GASB 87
- Management's estimates are reasonable

### Cooperation

- Received full cooperation of management
- No disagreements with management
- No other findings to report

## Exhibit C

# Our Core Values



8

## Contact Information



**Digesh Patel**  
CPA, RMA, MBA, PSA, CGMA  
Managing Director  
[dpatel@mercadien.com](mailto:dpatel@mercadien.com)  
(609) 689-2410



**Matthew Daly**  
CPA  
Director  
[mdaly@mercadien.com](mailto:mdaly@mercadien.com)  
(609) 689-2343



9

## Firm Contact Information

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**MERCADIEN, P.C.,  
CERTIFIED PUBLIC  
ACCOUNTANTS**  
3625 Quakerbridge Road  
Hamilton, NJ 08619  
609-689-9700



**Exhibit D**

**RESOLUTION NO. 2023 - 52**

**RESOLUTION ACCEPTING PHILADELPHIA LAND BANK  
AUDITED FINANCIAL STATEMENTS FOR YEAR ENDING JUNE 30, 2023**

**WHEREAS**, the Land Bank Act, 68 Pa.C.S.A. § 2101, *et seq.*, requires the Philadelphia Land Bank (the “**Land Bank**”) to prepare an annual financial audit for submission to the Department of Community and Economic Development and Philadelphia City Council;

**WHEREAS**, the Land Bank engaged the audit firm of Mercadien, P.C., Certified Public Accountants (“**Mercadien**”) to audit the Land Bank’s financial statements for Fiscal Year 2023;

**WHEREAS**, Mercadien has issued its Independent Auditor’s Report (attached to this Resolution); and

**WHEREAS**, the Land Bank Board has reviewed, and desires to accept, the Independent Auditor’s Report;

**NOW THEREFORE, BE IT RESOLVED** by the Philadelphia Land Bank that:

1. The Independent Auditor’s Report of the Philadelphia Land Bank issued by Mercadien, P.C., Certified Public Accountants for Year Ended June 30, 2023, is hereby accepted.
2. Land Bank staff is directed to submit the Auditor’s Report to the Department of Community and Economic Development and to Philadelphia City Council as required by the Land Bank Act.
3. This Resolution shall take effect immediately upon adoption by the Board.

<b>Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.</b>
---



## Exhibit E



Philadelphia Land Bank  
FY 2024 Vs FY 2023 Budget

	FY 2024	FY 2023	Variance
<b>Personnel Services</b>			
PHDC Staff			
Land Management	17	17	0
<b>Total Staff Headcount</b>	<b>17</b>	<b>17</b>	<b>0</b>
<b>Personal Services</b>			
Professional Staff	1,314,745	1,230,276	84,469
Cost Allocation Land Bank	220,190	217,234	2,956
<b>Total Salaries</b>	<b>1,534,935</b>	<b>1,447,510</b>	<b>87,425</b>
<b>Fringe Benefits-Professional Staff:</b>			
F.I.C.A. & Medicare	100,578	94,116	6,462
Group Life Insurance	4,812	5,000	(188)
Health - Medical Contribution	291,191	340,366	(49,175)
Union Legal Services	2,340	2,520	(180)
PA Unemployment	7,480	9,000	(1,520)
Pensions	226,690	212,038	14,652
Tuition Reimbursement	2,000	2,000	0
<b>Total Fringe Benefits</b>	<b>635,091</b>	<b>665,041</b>	<b>(29,949)</b>
<b>TOTAL PERSONNEL SERVICES</b>	<b>2,170,026</b>	<b>2,112,551</b>	<b>57,475</b>
<b>Purchase of Services</b>			
Audit Fee	30,000	28,000	2,000
Consulting Services-General	50,000	50,000	0
Consulting Services-Acq + Acq Fees	20,000	10,000	10,000
Consulting Services-Property Maintenance	500,000	200,000	300,000
Insurance (incl Gen. Liab.,Property, WC,etc.)	530,000	550,000	(20,000)
Insurance Broker	22,000	22,000	0
Organization Dues	2,500	2,500	0
Outside Labor Legal Services	5,000	5,000	0
Outside Legal Services	80,000	80,000	0
Parking & Mileage	5,000	5,000	0
Postal Services	1,000	0	1,000
Real Estate Disposition Related Costs	1,000	1,000	0
Real Estate Acquisition Related Costs-Post NTI	0	0	0
Rent - Office Equipment & Machinery	0	0	0
Rent - Office Space	56,000	58,000	(2,000)
Repairs & Service Agreements	1,974	0	1,974
Seminar/Conferences/Training	2,500	0	2,500
Telephone	0	0	0
Travel	1,000	0	1,000
<b>Total Purchase of Services</b>	<b>1,307,974</b>	<b>1,011,500</b>	<b>296,474</b>
<b>Other Office Expenses</b>			
Miscellaneous Expenses	3,000	3,000	0
Office Material & Supplies	5,000	5,000	0
Subscriptions & Publications	1,000	2,500	(1,500)
<b>Total Other Office Expenses</b>	<b>9,000</b>	<b>10,500</b>	<b>(1,500)</b>
<b>Office Equipment</b>			
Admin Equipment & Service/License Agreement	2,000	2,000	0
Computer Software & Service/License Agreement	1,000	1,000	0
Computer Equipment	10,000	10,000	0
<b>Total Office Equipment</b>	<b>13,000</b>	<b>13,000</b>	<b>0</b>
<b>TOTAL: LAND BANK EXPENSES</b>	<b>3,500,000</b>	<b>3,147,551</b>	<b>352,449</b>
<b>REVENUE</b>			
General Funds	3,500,000	3,000,000	500,000
<b>TOTAL REVENUE</b>	<b>3,500,000</b>	<b>3,147,551</b>	<b>352,449</b>

**Exhibit F**

**RESOLUTION NO. 2023 - 53**

**RESOLUTION ADOPTING PHILADELPHIA LAND BANK  
OPERATING BUDGET FOR FISCAL YEAR ENDING JUNE 30, 2024**

**WHEREAS**, the Board of Directors of the Philadelphia Land Bank (the “**Board**”) was presented with the proposed budget for the fiscal year ending June 30, 2024 (attached to this Resolution), which itemizes the categories and amounts of revenue and expenditures required to fund operations of the Philadelphia Land Bank (“**2024 Operating Budget**”); and

**WHEREAS**, Section 309 of the Bylaws of the Philadelphia Land Bank (“**Bylaws**”) requires that adoption or amendment of the annual budget be approved by a majority of the “entire Board of Directors” (defined in Section 101 of the Bylaws as the total number of Directors the Land Bank would have if there were no vacancies); and

**WHEREAS**, the Board deems it necessary and in the best interest of the Land Bank to approve and adopt the Fiscal Year 2024 Operating Budget, subject to the terms of this Resolution.

**NOW THEREFORE, BE IT HEREBY RESOLVED** by the Board of Directors of the Philadelphia Land Bank that:

1. The Fiscal Year 2024 Operating Budget, as presented to the Board and attached to this Resolution, is hereby approved and adopted.
2. The Land Bank staff will provide the Board with quarterly financial reporting comparing actual expenditures to the Fiscal Year 2024 budgeted expenditures.
3. The Executive Director with the advice of Senior Counsel may modify this Resolution as may be necessary or desirable to carry out its purposes and intents. The Executive Director or Senior Counsel will notify the Board of all modifications to this Resolution at the next Board meeting following the date of such modifications.
4. This Resolution shall take effect immediately upon adoption by the Board.

<b>Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.</b>
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12/10/2023

**Via Certified Mail**

Anne Fadullon  
Board Chair  
Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

General Counsel  
City of Philadelphia Board of Ethics  
One Parkway Building  
1515 Arch Street, 18th Floor  
Philadelphia, PA 19102-1504

Angel Rodriguez  
Executive Director  
Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

James Leonard, Esquire  
Commissioner  
City of Philadelphia Department of Records  
Room 111, City Hall  
Philadelphia, PA 19107

Re: Conflict Disclosure Letter

Ladies/Gentlemen:

In accordance with the Land Bank's Public Disclosure and Disqualification Procedure for Conflict Issues, I write to disclose my interest in and association with the BMK Properties, LLC of which I am the Managing Partner

The Land Bank Board will discuss an amendment to a previously approved disposition at its meeting to be held on 12/12/2024, which involves my organization.

Due to this conflict of interest, I must disqualify myself and abstain from using the authority of my membership on the Land Bank Board to participate in Board discussions or official Board action related to section D of the 'Administrative Matters' on the December meeting agenda. I must remove myself from the opportunity to influence in any manner the Land Bank's actions related to this matter. This includes leaving the meeting while the Executive Director consults with Land Bank Board members and while the Land Bank Board otherwise considers and votes on the matter.

This letter will also confirm that I will abide by the Land Bank's Public Disclosure and Disqualification Procedure for Conflict Issues and will not take official action in any future Land Bank deliberation or official action involving the above-mentioned agenda item while the above-described conflict exists. Please contact me if you require further clarification.

Sincerely,



Mo Rushdy

## Exhibit H

### RESOLUTION NO. 2023 - 54

#### **RESOLUTION AMENDING RESOLUTIONS 2022-39 AND 2021-52 TO AUTHORIZE MODIFICATION OF MIXED-INCOME HOMEOWNERSHIP DEVELOPMENT TO MIXED-INCOME MIXED-USE DEVELOPMENT AND REVISION OF UNIT MIX**

**WHEREAS**, Section 16-707 of the Philadelphia Code authorizes the Philadelphia Land Bank (“**Land Bank**”) to convey, exchange, sell, transfer, lease, grant or mortgage interests in real property of the Land Bank in the form and by the method determined to be in the best interests of the Land Bank, subject to approval by resolution of Philadelphia City Council, and subject further to the terms and conditions of Chapter 16-404 of the Philadelphia Code;

**WHEREAS**, pursuant to Resolution 2021-52 adopted on November 9, 2021 and Resolution 2022-39 adopted on October 11, 2022, the Board of Directors (the “**Board**”) approved the conveyance of 2501, 2855 and 2857 Amber Street; 2143, 2155 and 2157 E. Birch Street; 2134 and 2172 E. Cambria Street; 2103 and 2107 E. Cumberland Street; 2107 E. Dakota Street; 2478 and 2480 Emerald Street; 2022 E. Fletcher Street; 1929, 1935, 1943 and 2215-17 E. Harold Street; 2637, 2639, 2643, 2645 and 2649 Janney Street; 2536 Jasper Street; 2639, 2641, 2643 and 2653 Kensington Avenue; 2068 E. Monmouth Street; 1844 E. Oakdale Street; 2140, 2151, 2153 and 2156 E. Orleans Street; 2646 and 2658 Ritter Street; 2089 E. Somerset Street; and 2106, 2133, 2135, 2250 and 2252 E. William Street (collectively, the “**Property**”) to BMK Properties, LLC (the “**Developer**”) for the development of forty-three (43) homes, including twenty-two (22) units to be sold to households with an income at or below 80% (8 units) or 100% (14 units) of Area Median Income (“**AMI**”) and twenty-one (21) units to be sold at market rate;

**WHEREAS**, the Developer has requested a modification of the plans for the development of 2639, 2641, 2643 and 2653 Kensington Avenue (the “**Mixed-Use Properties**”) from four (4) homeownership units to eight (8) rental and two (2) commercial units, to facilitate by-right mixed-use residential development on the Mixed-Use Properties and to better align with development along the Kensington Avenue corridor;

**WHEREAS**, in exchange for this modification, the Developer will make seven (7) of the market-rate homeownership units available to purchasers with a household income at or below 100% AMI, resulting in a total of eight (8) homeownership units to be sold at or below 80% AMI, seventeen (17) homeownership units to be sold at or below 100% AMI (which is a net increase of three (3) units), fourteen (14) homeownership units to be sold at market rate, eight (8) market-rate rental units, and two (2) commercial units;

**WHEREAS**, the Board has determined that it is in the best interests of the Land Bank to approve the modification of the development plans as requested by the Developer;

**NOW THEREFORE, BE IT HEREBY RESOLVED** by the Board of Directors of the Philadelphia Land Bank that:

1. The requested modification of the development plans is in the best interests of the Land Bank and hereby approved, subject to approval by resolution of Philadelphia City Council.
2. The conveyance of the Property complies with all applicable terms and conditions of Section 16-404 of the Philadelphia Code, subject to approval by resolution of Philadelphia City Council.

## **Exhibit H**

3. Subject to the terms of this Resolution, the Executive Director and Senior Counsel are each hereby authorized, in the name of and on behalf of the Land Bank, to prepare, execute, deliver, and perform any and all agreements, deeds, and other documents, as may be necessary or desirable, to consummate the conveyance of the Property (collectively, the “**Transaction Documents**”) and, from time to time and at any time, amend, supplement, and modify the Transaction Documents, or any of them, as may be necessary or desirable. The Transaction Documents and any amendments, supplements, and modifications thereto shall contain such terms and conditions as the Executive Director and Senior Counsel shall deem necessary or appropriate subject to the terms of this Resolution, and, when so executed and delivered by the Land Bank shall constitute the valid and binding obligations of the Land Bank.
4. The Executive Director with the advice of Senior Counsel may modify this Resolution as may be necessary or desirable to carry out its purposes and intents. The Executive Director or Senior Counsel will notify the Board of all modifications to this Resolution at the next Board meeting following the date of such modifications.
5. This Resolution shall take effect immediately upon adoption by the Board.

**Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.**

**Philadelphia City Council Resolution No. \_\_\_\_\_ dated \_\_\_\_\_**

## Exhibit I

### Andrea Saah

---

**From:** Troy Smith <troyhsmith@gmail.com>  
**Sent:** Thursday, November 30, 2023 10:50 AM  
**To:** Andrea Saah  
**Subject:** 2552 north 28th street Philadelphia Pa 19132

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

External Email Notice. This email comes from outside of City government. Do not click on links or open attachments unless you recognize the sender.

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Good morning.. my name is Troy smith and I live at 2550 north 28th and I'm the (enjasen homeowner) if I misspelled it I apologize... but today I was coming out of my home and seen a person (Male) putting a letter on the lot next door to my home... my family has been taking care and maintaining the lot for over 30 years now and I would like to buy the lot as a side yard, I've been trying to see who ownership of the lot for the last few years but i truly didn't know how to go about it and was getting the run around.. people would throw trash and use the bathroom on the lot so we had a fence put up to stop it and we kept the lot clean and used it as a side yard...I am willing to testify as well,I honestly want to acquire the property as a side yard and I want to testify at the hearing to put it on record that's why I am emailing u and I would like to be apart of the hearing as well as stated thank you for your time

## Exhibit I

**Andrea Saah**

---

**From:** sh1851@aol.com  
**Sent:** Thursday, December 7, 2023 3:25 PM  
**To:** Darrell Clarke; Michael Koonce; Herbert Wetzel; Andrea Saah  
**Cc:** Odessa Tate; SWAMPOODLE NEIGHBORHOOD; Lester Emerson; Judith Robinson; JoEtta Johnson  
**Subject:** Council President Darrell Clarke - Land Bank Disposition - 2502, 2503, 2542, 2552 & 2559 N 28th Street - Strawberry Mansion  
**Attachments:** Land Bank Disposition - 2502, 2503, 2542, 2552 2559 N 28th St.pdf; RCO Notice Letter - Soar City - SMCC\_JDL (6)2502 N 28th Street.pdf  
  
**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**External Email Notice. This email comes from outside of City government. Do not click on links or open attachments unless you recognize the sender.**

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Greetings Council President Darrell Clarke:

Attached please find a letter to you requesting your support regarding to table or to hold the disposition from the Philadelphia Land Bank of the following addresses: 2502, 2503, 2542, 2452 & 2559 N 28th Street, scheduled for conveyance to Ibraheim Campbell, Soar City, LLC on Tuesday, December 12, 2023, 10:00 a.m.

We look forward to your response.

Best regards,  
Bonita Cummings  
Strawberry Mansion Community Concern & RCO

## Exhibit I



Strawberry Mansion Community Concern

2640 N. Myrtlewood St.  
Philadelphia, PA 19132

**12/7/2023**

**Re: Land Bank – Disposition of 2502,  
2503, 2542, 2552 & 2559 N 28<sup>th</sup> Street  
Hearing Date Tue 12/12/2023, 10:00  
a.m.– Sent via email**

Darrell L. Clarke,  
City Council President  
5<sup>th</sup> Councilmanic District  
Room 494 City Hall  
Philadelphia, PA 19107

Dear Council President Clarke:

We have received notification from the Land Bank that on Tuesday, December 12, 2023, they will consider conveyance of 2502, 2503, 2542, 2552 & 2559 N. 28<sup>th</sup> Street to Ibraheim Campbell, Soar City, LLC. See notification attached.

It is our respectful request that you hold or table this disposition. The developer came to the community without knowledge or consideration of our overlay and block consistency.

Philadelphia affordable housing programs, like Turn the Key and others, are not meant to be money grabs from developers who are not considerate of our concerns. The community meeting held in September 2023, was not conclusive and requested Mr. Campbell to meet with us further regarding construction, design, etc. There was per our request, no demonstration of hardship, just pure profit. However, the applicant is determined that our concerns don't matter and pushed forward with information to PHDC, Land Bank that may not be accurate regarding the community's expectations.

Strawberry Mansion Community Concern & RCO is not the only objector, and, therefore, others are being copied on this correspondence that they may express their request that you table or hold this disposition.

Your attention to this matter is most appreciated.

We look forward to your response.



## Exhibit I

Best regards,

*Bonita Cummings*

Director

Strawberry Mansion Community Concern, RCO

Cc: Herbert Wetzel, Executive Director of Housing & Community Development, 5<sup>th</sup> District

Michael Koonce, Director of Special Projects

Affected RCO's & Organizations



## Exhibit I

**Andrea Saah**

---

**From:** SWAMPOODLE NEIGHBORHOOD <swampoodleneighborhoodparcels@gmail.com>  
**Sent:** Sunday, December 10, 2023 10:48 PM  
**To:** Darrell Clarke; Andrea Saah  
**Cc:** Mary Jones; Eleanor Sharpe; Michael Koonce; Herbert Wetzel; RCO Notification  
**Subject:** REQUEST TO HOLD AND/OR TABLE THE PROPOSED DISPOSITION OF PUBLIC PROPERTY LOCATED AT 2502, 2503, 2542, 2552 & 2559 N. 28th St. PHILADELPHIA LAND BANK AGENDA FOR 10AM TUES 12-12-23.

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President Darrell Clarke, Philadelphia City District Council 5;

Swampoodle Neighborhood Parcels Association RCO is requesting that the proposed disposition of 2502, 2503, 2542, 2552 & 2559 N. 28th St. be placed on **HOLD**, and removed (**tabled**) from the Philadelphia Land Bank agenda for **TUESDAY, 12-12-2023**.

**All affected RCOs were not sent Notices of Public Meetings or Public Hearings by Ibraheim Campbell, Soar City, LLC, nor by Philadelphia Land Bank, before the 12-12-23 proceeding.**

Additional neighborhood meetings need to be scheduled to discuss multiple, outstanding matters that are material to this proposed disposition from our Philadelphia Land Bank.

Your consideration is appreciated.

Adrienne Fernandez  
**SWAMPOODLE NEIGHBORHOOD PARCELS ASSOCIATION RCO**  
(Swampoodle RCO)

**Re: REQUEST TO HOLD AND/OR TABLE THE PROPOSED DISPOSITION OF PUBLIC PROPERTY LOCATED AT 2502, 2503, 2542, 2552 & 2559 N. 28th St. PHILADELPHIA LAND BANK AGENDA FOR 10AM TUES 12-12-23.**

## Exhibit I

### GOLDENBERG MANAGEMENT, INC.

#### A REAL ESTATE MANAGEMENT COMPANY

RE: Soar City Property Request Support Letter

I, David Mercuris, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly Rise provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly Rise to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Campbell is building five affordable housing units:

- 2502 N. 28th Street
- 2503 N. 28th Street
- 2542 N. 28th Street
- 2552 N. 28th Street
- 2559 N. 28th Street

I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



David Mercuris  
Senior Vice President – Development & Communication

12/11/13  
Date

630 SENTRY PARKWAY | SUITE 300 | BLUE BELL 19422 | 610.260.9600 | FAX: 610.260.0268

## **Exhibit I**

RE: Soar City Property Request Support Letter

I, Raj Patel, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Campbell is building five affordable housing units:

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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



Raj Patel

Date: 12/11/2023

## Exhibit I



1818 Market Street  
Suite 3300  
Philadelphia, PA 19103

215-645-8997  
philadelphia@uli.org

philadelphia.uli.org

December 11, 2023

RE: Soar City Property Request Support Letter

I Kevin Moran with ULI Philadelphia writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

A handwritten signature in black ink, appearing to read "K. Moran", with a long horizontal flourish extending to the right.

Kevin Moran  
Executive Director  
ULI Philadelphia



## Exhibit I



RE: Soar City Property Request Support Letter

I, Varsovia Fernandez, am writing to the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly Rise provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

A handwritten signature in blue ink, appearing to read "Varsovia Fernandez".

Varsovia Fernandez  
Chief Executive Officer

Date: December 11, 2023

---

400 Market Street, Suite 410, Philadelphia, PA 19106  
Contact [vfernandez@pacdfinetwork.org](mailto:vfernandez@pacdfinetwork.org) Phone (717)725-6356

## Exhibit I



RE: Soar City Property Request Support Letter

I James R. Burnett, Executive Director of VestedIn, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RISE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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## **Exhibit I**

As an organization that is committed to financing Philly Rise participant projects, I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

*James R. Burnett*

Date: \_\_\_\_\_

James R. Burnett, Executive Director

## Exhibit I

# Gattuso

December 11, 2023

### RE: Soar City Property Request Support Letter

I, Anne Cummins, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce. Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

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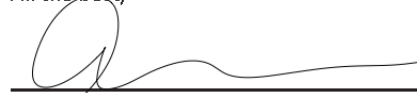
Gattuso Development Partners

1100 Locust Street, Suite 200, Philadelphia, PA 19106

## **Exhibit I**

I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



---

Anne Cummins  
Chief Operating Officer  
Gattuso Development Partners  
acummins@gattusodevelopment.com

Date: 12/11/2023

## **Exhibit I**



### **Samuel Consultancy Group**

Philadelphia, PA  
717-809-7419

#### **RE: Soar City Property Request Support Letter**

I, Precious Samuel, founder of Samuel Consultancy Group, am writing the Land Bank in support of **Soar City's** application to acquire five residential lots from the City of Philadelphia. The owner, Ibraheim Campbell, has participated in the Black Squirrel Collaborative initiative "Philly Rise." Philly Rise is a real estate

accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced, diverse developers to create a more equitable real estate ecosystem within communities. Philly RISE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and assistance needed to build a thriving community ecosystem. Utilizing

Black Squirrel is the nexus point for multi-site development across the city; a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

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## **Exhibit I**

Mr. Campbell is building five affordable housing units:

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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and

other real estate developers help make the current real estate ecosystem more equitable.

Sincerely,

Precious Samuel

Founding Principal, Samuel Consultancy Group

## Exhibit I



RE: Soar City Property Request Support Letter

I, Christopher Pitt, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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## Exhibit I



I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

*Christopher Pitt*

---

Date: 12/11/23

## Exhibit I



December 10 2023

RE: Soar City Property Request Support Letter

I Candis Pressley am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RISE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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- 2558 N. 28<sup>th</sup> Street

I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers,

---

3900 Ford Rd Suite 6 ~ Philadelphia, PA 19131  
215.422.3822 (O) ~ 215.38.1075 (F)  
[www.TrinityPropertyAdvisors.com](http://www.TrinityPropertyAdvisors.com)

## Exhibit I

contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

*Candis Pressley*

Date: 12/10/23

---

3900 Ford Rd Suite 6 ~ Philadelphia, PA 19131  
215.422.3822 (O) ~ 215.381.0775 (F)  
[www.TrinityPropertyAdvisors.com](http://www.TrinityPropertyAdvisors.com)

## Exhibit I



RE: Soar City Property Request Support Letter

I, David Langlieb, on behalf of the Philadelphia Accelerator Fund, request that the Land Bank support Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise." Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

**Exhibit I**

Sincerely,

A handwritten signature in cursive script, appearing to read "David Langlieb", written in black ink.

David Langlieb

Date: 12/11/2023



## Exhibit I



Beech Interplex, Inc.  
Beech Capital Venture Corporation  
Beech Community Services  
Alston-Beech Foundation

DR. KENNETH SCOTT  
PRESIDENT/CEO

December 11, 2023

RE: Soar City Property Request Support Letter

I, **Larry J. Griffin**, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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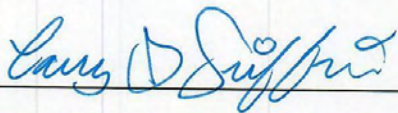
I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

1510 CECIL B. MOORE AVENUE, SUITE 300, PHILADELPHIA, PA 19121  
(215) 763-8824 \* FAX (215) 763-6822  
[www.beechinterplex.com](http://www.beechinterplex.com)



**Exhibit I**

All the best,



Larry J. Griffin, Vice President – Lending  
Beech Capital Venture Corporation

Date: 12-11-2023

1510 CECIL B. MOORE AVENUE, SUITE 300, PHILADELPHIA, PA 19121  
(215) 763-8824 \* FAX (215) 763-6822  
[www.beechinterplex.com](http://www.beechinterplex.com)

## Exhibit I

RE: Soar City Property Request Support Letter

I, Kevin Williams, of Black Squirrel Collaborative, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



Date: 12/10/2023

## **Exhibit I**



December 11, 2023

RE: Soar City Property Request Support Letter

Dear Board of Directors of the Philadelphia Land Bank,

I, Maleda Berhane, Principal & CEO of AR Spruce, am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell, has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced, diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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**REAL ESTATE**  
6020 Greene Street  
Philadelphia, Pa 19144  
215.925.8410  
arspruce.com

## **Exhibit I**



Letter of Support – Soar City  
December 11, 2023  
Page 2

Mr. Campbell is building five affordable housing units:

- 2502 N. 28th Street
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I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

Maleda Berhane  
Principal & CEO  
AR Spruce LLC  
Email: [maleda@arspruce.com](mailto:maleda@arspruce.com)

## Exhibit I

JACQUELINE BUHN

2404 Delancey Place

Philadelphia, Pennsylvania 19103

Phone 215 985 0310 Fax 215 985 1660

11 December 2023

*Re: Soar City Property Request Support Letter*

To: Board of Directors of the Philadelphia Land Bank

I am writing the Land Bank to support Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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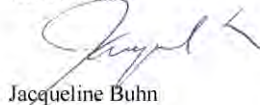
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All the best,



Jacqueline Buhn

## Exhibit I



RE: Soar City Property Request Support Letter

I Damian Smith am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Campbell is building five affordable housing units:

- 2502 N. 28<sup>th</sup> Street
- 2503 N. 28<sup>th</sup> Street
- 2542 N. 28<sup>th</sup> Street
- 2552 N. 28<sup>th</sup> Street
- 2559 N. 28<sup>th</sup> Street



## **Exhibit I**

I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

Damian Smith\_\_\_\_\_

Date: 12/11/2023

Best Regards,

Damian Smith  
Smith Property Works LLC  
2154169881

## Exhibit I



December 10, 2023

PHDC, Philadelphia Land Bank  
1234 Market St, 17<sup>th</sup> Floor.  
Philadelphia, PA 19107

### **RE: Soar City Property Request Support Letter**

Andrea Saah,

I am writing to the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RISE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RISE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth.
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- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital.
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3224 W Cheltenham Ave. Phila., PA 19150 | 215-870-3009 | mark.lawson@diversifiedrealtysolutions.com

## Exhibit I



I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

Respectfully,

A handwritten signature in black ink, appearing to read "Mark Lawson", with a stylized flourish at the end.

Mark Lawson

President

3224 W Cheltenham Ave Phila., PA 19150 | 215-870-3009 | [mark.lawson@diversifiedrealtysolutions.com](mailto:mark.lawson@diversifiedrealtysolutions.com)

## Exhibit I



December 11, 2023

Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

RE: Soar City Property Request Support Letter

I am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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[npfp.org](http://npfp.org)

(215) 232-0516  
(215) 232-0519 (fax)  
[info@npfp.org](mailto:info@npfp.org)

Liberty Square, West Tower  
1300 W. Lehigh Ave, Suite 100  
Philadelphia, PA 19132

Impact lending  
for positive change.

## Exhibit I

- 2552 N. 28<sup>th</sup> Street
- 2559 N. 28<sup>th</sup> Street

I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

Sincerely,



Reco Owens, Executive Director

Date: 12/11/23

npfp.org

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(215) 232-0519 (fax)  
info@npfp.org

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1300 W. Lehigh Ave, Suite 100  
Philadelphia, PA 19132

Impact lending  
for positive change.

## **Exhibit I**



### **RE: Soar City Property Request Support Letter**

I Joseph Brian Murray am writing the Land Bank in support of Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ibraheim Campbell has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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## Exhibit I



I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

A handwritten signature in black ink, appearing to be "BM", written over a horizontal line.

Brian Murray, CEO of Shift Capital

Date: 12/11/2023

## Exhibit I

**ALAN RAZAK**

2404 Delancey Place

Philadelphia, Pennsylvania 19103

Phone 215 985 0310 Fax 215 985 1660

11 December 2023

*Re: Soar City Property Request Support Letter*

To: Board of Directors of the Philadelphia Land Bank

I am writing the Land Bank to support Soar City's application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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Regards,



Alan Razak

## Exhibit J

### GOLDENBERG MANAGEMENT, INC.

#### A REAL ESTATE MANAGEMENT COMPANY

Re: 215 Development Corporation Property Request Support Letter

I, David Mercuris, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner, Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly Rise provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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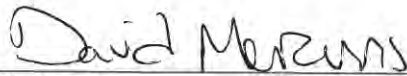
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Mr. Opara is building five affordable housing units:

- 2409 N. 19th Street
- 2413 N. 19th Street
- 2416 N. 19th Street
- 2418 N. 19th Street
- 2443 N. 19th Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



David Mercuris  
Senior Vice President – Development & Communication

12/11/23

Date

630 SENTRY PARKWAY | SUITE 300 | BLUE BELL 19422 | 610.260.9600 | FAX: 610.260.0268

## Exhibit J

**ALAN RAZAK**

2404 Delancey Place

Philadelphia, Pennsylvania 19103

Phone 215 985 0310 Fax 215 985 1660

11 December 2023

RE: 215 Development Corporation Property Request Support Letter

To: Board of Directors of the Philadelphia Land Bank

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Regards,



Alan Razak



## Exhibit J

JACQUELINE BUHN

2404 Delancey Place

Philadelphia, Pennsylvania 19103

Phone 215 985 0310 Fax 215 985 1660

11 December 2023

RE: 215 Development Corporation Property Request Support Letter

To: Board of Directors of the Philadelphia Land Bank

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All the best,



Jacqueline Buhn

## **Exhibit J**



December 11, 2023

RE: 215 Development Corporation Property Request Support Letter

Dear Board of Directors of the Philadelphia Land Bank,

I, Maleda Berhane, Principal & CEO of AR Spruce, am writing the Land Bank in support of 215 Development Corporation's application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara, has been a participant in the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced, diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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**REAL ESTATE**  
6020 Greene Street  
Philadelphia, Pa 19144  
215.925.8410  
arspruce.com



## Exhibit J



Letter of Support – 215 Development Corporation  
December 11, 2023  
Page 2

Mr. Opara is building five affordable housing units:

- 2502 N. 28th Street
- 2503 N. 28th Street
- 2542 N. 28th Street
- 2552 N. 28th Street
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I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

Maleda Berhane  
Principal & CEO  
AR Spruce LLC  
Email: [maleda@arspruce.com](mailto:maleda@arspruce.com)

## Exhibit J



Beech Interplex, Inc.  
Beech Capital Venture Corporation  
Beech Community Services  
Alston-Beech Foundation

DR. KENNETH SCOTT  
PRESIDENT/CEO

December 11, 2023

RE: 215 Development Corporation Property Request Support Letter

I, **Larry J. Griffin**, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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1510 CECIL B. MOORE AVENUE, SUITE 300, PHILADELPHIA, PA 19121  
(215) 763-8824 \* FAX (215) 763-6822  
[www.beechinterplex.com](http://www.beechinterplex.com)

**Exhibit J**

All the best,



Larry J. Griffin – Vice President – Lending  
Beech Capital Venture Corporation

Date: 11-11-2023

1510 CECIL B. MOORE AVENUE, SUITE 300, PHILADELPHIA, PA 19121  
(215) 763-8824 \* FAX (215) 763-6822  
[www.beechinterplex.com](http://www.beechinterplex.com)

## Exhibit J

RE: 215 Development Corporation Property Request Support Letter

I, Kevin Williams of Black Squirrel Collaborative, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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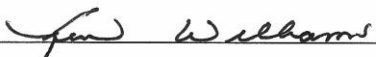
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All the best,

  
\_\_\_\_\_

Date: 12/10/2023



## Exhibit J



December 11, 2023

Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

RE: 215 Development Corporation Property Request Support Letter

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[npfp.org](http://npfp.org)

(215) 232-0516  
(215) 232-0519 (fax)  
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1300 W. Lehigh Ave, Suite 100  
Philadelphia, PA 19132

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for positive change.

## Exhibit J

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- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

Sincerely,



Reco Owens, Executive Director

Date: 12/11/23



## Exhibit J



December 10, 2023

PHDC, Philadelphia Land Bank  
1234 Market St, 17<sup>th</sup> Floor.  
Philadelphia, PA 19107

### **RE: 215 Development Corporation Property Request Support Letter**

Andrea Saah,

I am writing to the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RISE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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- 2443 N. 19<sup>th</sup> Street

3224 W Cheltenham Ave. Phila., PA 19150 | 215-870-3009 | mark.lawson@diversifiedrealtysolutions.com

## Exhibit J



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Respectfully,

A handwritten signature in black ink, appearing to read "Mark Lawson".

Mark Lawson

President

3224 W Cheltenham Ave Phila., PA 19150 | 215-870-3009 | [mark.lawson@diversifiedrealtysolutions.com](mailto:mark.lawson@diversifiedrealtysolutions.com)

## Exhibit J



### **Samuel Consultancy Group**

Philadelphia, PA  
717-809-7419

### **RE: 215 Development Corporation**

I, Precious Samuel, founder of Samuel Consultancy Group, am writing the Land Bank in support of **215 Development Corporation's** application to acquire five residential lots from the City of Philadelphia. The owner, **Ugochukwu Opara**, has participated in the Black Squirrel Collaborative initiative "Philly Rise." Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced, diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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## **Exhibit J**

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- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to Soar City because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and

other real estate developers help make the current real estate ecosystem more equitable.

Sincerely,

Precious Samuel

Founding Principal, Samuel Consultancy Group

## Exhibit J



RE: 215 Development Corporation Property Request Support Letter

I, Christopher Pitt, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street



## Exhibit J



I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

*Christopher Pitt*

---

Date: 12/11/23



## Exhibit J



RE: 215 Development Corporation Property Request Support Letter

I, David Langlieb, on behalf of the Philadelphia Accelerator Fund, request that the Land Bank support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise." Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. It is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

**Exhibit J**

Sincerely,

A handwritten signature in cursive script, appearing to read "David Langlieb".

David Langlieb

Date: 12/11/2023

## **Exhibit J**



December 10, 2023

RE: 215 Development Corporation Property Request Support Letter

I Candis Pressley am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RISE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RISE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

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- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

---

3900 Ford Rd Suite 6 ~ Philadelphia, PA 19131  
215.422.3822 (O) ~ 215.381.0775 (F)  
[www.TrinityPropertyAdvisors.com](http://www.TrinityPropertyAdvisors.com)

## Exhibit J

All the best,

Candis Pressley

Date 12/10/23

---

3900 Ford Rd Suite 6 ~ Philadelphia, PA 19131  
215.422.3822 (O) ~ 215.381.0775 (F)  
[www.TrinityPropertyAdvisors.com](http://www.TrinityPropertyAdvisors.com)

## Exhibit J



December 11, 2023

RE: 215 Development Corporation Property Request Support Letter

I, Anne Cummins, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
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- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

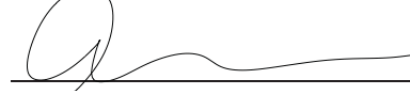
- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

Gattuso Development Partners  
1100 Locust Street, Suite 200, Philadelphia, PA 19106

## **Exhibit J**

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



---

Anne Cummins  
Chief Operating Officer  
Gattuso Development Partners  
acummins@gattusodevelopment.com

Date: 12/11/2023



## Exhibit J

RE: 215 Development Corporation Property Request Support Letter

I, Raj Patel, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,



\_\_\_\_\_  
Raj Patel

Date: 12/11/2023

## Exhibit J



RE: 215 Development Corporation Property Request Support Letter

I, James R. Burnett, Executive Director of Vestedin, am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

- Increase the number of minority homeowners allowing them to build generational wealth
- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
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- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

## Exhibit J

As an organization that is committed to financing Philly Rise participant projects, I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

*James R. Burnett*

Date: \_\_\_\_\_

James R. Burnett, Executive Director

## **Exhibit J**



RE: 215 Development Corporation Property Request Support Letter

I **Damian Smith** am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative “Philly Rise”. Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers to the resources and assistance needed to build a sustainable and thriving community ecosystem. Utilizing Black Squirrel as the nexus point for multi-site development across the city, a team of project managers, CDFIs, certified trainers, and seasoned real estate developers as coaches and mentors will provide a high-touch systematic approach to:

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- Increase the capacity of minority developers, thereby balancing the inequity in real estate development in Philadelphia
- Increase the capacity of Black and Brown CDFIs to meet the demand for needed capital
- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers,

## **Exhibit J**

contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

\_\_\_\_\_  
Damian Smith

Date:12/11/2023\_\_\_\_\_

Damian Smith  
Smith Property Works  
PO Box 1433  
Mt.Laurel, NJ 08054  
smithpropertyworks@gmail.com

## Exhibit J



1818 Market Street  
Suite 3300  
Philadelphia, PA 19103

215-645-8997  
philadelphia@uli.org

philadelphia.uli.org

December 11, 2023

RE: 215 Development Corporation Property Request Support Letter

I Kevin Moran with ULI Philadelphia am writing the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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- Reduce blight, and improve neighborhood beautification, and
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Mr. Opara is building five affordable housing units:

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- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

A handwritten signature in black ink, appearing to read "K. Moran".

Kevin Moran  
Executive Director  
ULI Philadelphia



## Exhibit J



RE: 215 Development Corporation Property Request Support Letter

I, Varsovia Fernandez, am writing to the Land Bank to support the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative "Philly Rise". Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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Mr. Opara is building five affordable housing units:

- 2409 N. 19<sup>th</sup> Street
- 2413 N. 19<sup>th</sup> Street
- 2416 N. 19<sup>th</sup> Street
- 2418 N. 19<sup>th</sup> Street
- 2443 N. 19<sup>th</sup> Street

I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

A handwritten signature in blue ink, appearing to read "Varsovia Fernandez".

Varsovia Fernandez  
Chief Executive Officer

Date: December 11, 2023

---

400 Market Street, Suite 410, Philadelphia, PA 19106  
Contact [vfernandez@pacdfinetwork.org](mailto:vfernandez@pacdfinetwork.org) Phone (717)725-6356

## **Exhibit J**



### **RE: Soar City Property Request Support Letter**

I Joseph Brian Murray am writing the Land Bank in support of the 215 Development Corporation application to acquire five residential lots from the City of Philadelphia. The owner Ugochukwu Opara has been a participant of the Black Squirrel Collaborative initiative “Philly Rise”. Philly Rise is a real estate accelerator for Black and Brown developers in Philadelphia. Philly Rise is the first program designed to leverage the talent of experienced diverse developers to create a more equitable real estate ecosystem within communities. Philly RiSE provides training, networking, and access to property and capital to increase the number of homes built by diverse developers, contractors, and workforce.

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- An increase in the number of properties built by diverse developers
- Reduce blight, and improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

Mr. Opara is building five affordable housing units:

- 2409 N. 19th Street
- 2413 N. 19th Street
- 2416 N. 19th Street
- 2418 N. 19th Street
- 2443 N. 19th Street

## Exhibit J



I recommend the approval of the transfer of property to 215 Development Corporation because it will help improve five vacant lots in Philadelphia, create new affordable housing, and help Black developers, contractors, and other real estate developers help make the current real estate ecosystem more equitable.

All the best,

A handwritten signature in black ink, appearing to read "BM", written over a horizontal line.

Date: 12/11/2023

Brian Murray, CEO of Shift Capital

## **Exhibit K**

December 8, 2023

### **Via Certified Mail**

Anne Fadullon  
Board Chair  
Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

Angel Rodriguez  
Executive Director  
Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

General Counsel  
City of Philadelphia Board of Ethics  
One Parkway Building  
1515 Arch Street, 18th Floor  
Philadelphia, PA 19102-1504

James Leonard, Esquire  
Commissioner  
City of Philadelphia Department of Records  
Room 111, City Hall  
Philadelphia, PA 19107

Re: Conflict Disclosure Letter

Ladies/Gentlemen:

In accordance with the Land Bank's Public Disclosure and Disqualification Procedure for Conflict Issues, I write to disclose my interest in and therefore why I will abstain from participating in the relevant segments of section 5B and 5C of the December 2023 Land Bank Board meeting agenda, pertaining to disposition applications at 4320-22 Lancaster Avenue and 5906-08 Market Street.

The Land Bank Board will discuss Property Dispositions in agenda sections B and C at its meeting to be held on Tuesday, December 12, 2023. In my day-to-day professional capacity as Director of Equitable Development for 3<sup>rd</sup> District City Councilmember Jamie R. Gauthier, I have provided technical support, guidance about the application process, and coordination with staff at one of the land conveying agencies to facilitate consideration and administration of the applications that will be considered in agenda section 5B and 5C.

Due to this conflict of interest, I must disqualify myself and abstain from using the authority of my membership on the Land Bank Board to participate in Board discussions or official Board action related to the proposed Property Dispositions at 4320-22 Lancaster Avenue and 5906-08 Market Street. I must remove myself from the opportunity to influence in any manner the Land Bank's actions related to this matter. This includes leaving the meeting while the Executive Director consults with Land Bank Board members and while the Land Bank Board otherwise considers and votes on the matter.

This letter will also confirm that I will abide by the Land Bank's Public Disclosure and Disqualification Procedure for Conflict Issues and will not take official action in any future Land Bank deliberation or official action involving these Property Dispositions while the above-described conflict exists. Please contact me if you require further clarification.

Sincerely,

**Andrew P  
Goodman**

Digitally signed by Andrew P  
Goodman  
DN: cn=Andrew P Goodman, o,  
ou,  
email=andrew.goodman@phila.  
gov, c=US  
Date: 2023.12.08 08:50:27 -05'00'

Andrew Goodman

**Exhibit L**

**RESOLUTION NO. 2023 – 55**

**RESOLUTION AUTHORIZING CONVEYANCE OF  
4320 AND 4322 LANCASTER AVENUE  
TO LANCASTER AVENUE 21ST CENTURY BUSINESS ASSOCIATION**

**WHEREAS**, Section 16-707 of the Philadelphia Code authorizes the Philadelphia Land Bank (the “**Land Bank**”) to convey, exchange, sell, transfer, lease, grant or mortgage interests in real property of the Land Bank in the form and by the method determined to be in the best interests of the Land Bank, subject to approval by resolution of Philadelphia City Council, and subject further to the terms and conditions of Chapter 16-404 of the Philadelphia Code.

**WHEREAS**, the Board of Directors (the “**Board**”) has determined that it is in the best interests of the Land Bank to convey 4320 Lancaster Avenue and 4322 Lancaster Avenue (collectively, the “**Property**”) to Lancaster Avenue 21st Century Business Association (the “**Purchaser**”).

**NOW THEREFORE, BE IT HEREBY RESOLVED** by the Board of Directors of the Philadelphia Land Bank that:

1. The conveyance of the Property to the Purchaser for Ten Thousand and 00/100 U.S. Dollars (\$10,000.00) is in the best interests of the Land Bank and is hereby approved, subject to approval by resolution of Philadelphia City Council.
2. The conveyance of the Property complies with all applicable terms and conditions of Section 16-404 of the Philadelphia Code, subject to approval by resolution of Philadelphia City Council.
3. Subject to the terms of this Resolution, the Executive Director and Senior Counsel are each hereby authorized, in the name of and on behalf of the Land Bank, to prepare, execute, deliver, and perform any and all agreements, deeds, and other documents, as may be necessary or desirable, to consummate the conveyance of the Property (collectively, the “**Transaction Documents**”) and, from time to time and at any time, amend, supplement, and modify the Transaction Documents, or any of them, as may be necessary or desirable. The Transaction Documents and any amendments, supplements, and modifications thereto shall contain such terms and conditions as the Executive Director and Senior Counsel shall deem necessary or appropriate subject to the terms of this Resolution, and, when so executed and delivered by the Land Bank shall constitute the valid and binding obligations of the Land Bank.
4. The Executive Director with the advice of Senior Counsel may modify this Resolution as may be necessary or desirable to carry out its purposes and intents. The Executive Director or Senior Counsel will notify the Board of all modifications to this Resolution at the next Board meeting following the date of such modifications.
5. This Resolution shall take effect immediately upon adoption by the Board.

**Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.**

**Philadelphia City Council Resolution No. \_\_\_\_\_ dated \_\_\_\_\_.**



## Exhibit M



# CITY OF PHILADELPHIA CITY COUNCIL

JAMIE R. GAUTHIER  
ROOM 586, CITY HALL  
Philadelphia, PA 19107  
(215) 686-0460 or 0459  
Fax 215-686-1929

#### COMMITTEES

##### Chair

Committee on Housing Neighborhood  
Development and the Homeless

##### Vice Chair

Committee on Parks, Recreation, and  
Cultural Affairs

##### Member

Committee on Public Property and  
Public Work  
Committee on Commerce and Economic  
Development

Committee on Public Safety

Committee on Education

Committee on the Environment

Committee on People with Disabilities  
and Special Needs

Committee on Children and Youth

December 5, 2023

Anne Fadullon, Board Chair  
Angel Rodriguez, Executive Director  
Philadelphia Land Bank  
1234 Market Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19107

Dear Chair Fadullon and Executive Director Rodriguez:

I am writing to express my support for two property dispositions located in the 3<sup>rd</sup> Council District that are being reviewed by the Land Bank Board of Directors at this month's meeting.

First, I support the disposition application of 4320-22 Lancaster Avenue for Lancaster Avenue 21<sup>st</sup> Century Association CDC for the permanent home of its Entrepreneurship Resource Innovation Center. LA21's presence on Lancaster Avenue in supporting its business community as well as training future entrepreneurs continues to increase. This unique example of commercial zoned vacant land on the Lancaster Avenue corridor is a great opportunity for this growing nonprofit to have long-term presence and "open door" to the community it serves.

Second, I support ACHIEVEability's community open space disposition application at 5906-08 Market Street. There is no publicly operated or maintained green space in the near vicinity of the 60<sup>th</sup> and Market node in West Philadelphia, so we are grateful to ACHIEVEability for taking leadership to ensure our youth and families have accessible and welcoming space for play where it is very much needed.

Thank you for your consideration. I hope the Board will consider voting favorably on these two dispositions.

Sincerely,

Jamie R. Gauthier  
Councilmember, 3<sup>rd</sup> District



**Exhibit N**

**RESOLUTION NO. 2023 – 56**

**RESOLUTION AUTHORIZING CONVEYANCE OF  
5906 MARKET STREET AND 5908 MARKET STREET  
TO ACHIEVEABILITY**

**WHEREAS**, Section 16-707 of the Philadelphia Code authorizes the Philadelphia Land Bank (the “**Land Bank**”) to convey, exchange, sell, transfer, lease, grant or mortgage interests in real property of the Land Bank in the form and by the method determined to be in the best interests of the Land Bank, subject to approval by resolution of Philadelphia City Council, and subject further to the terms and conditions of Chapter 16-404 of the Philadelphia Code.

**WHEREAS**, the Board of Directors (the “**Board**”) has determined that it is in the best interests of the Land Bank to convey 5906 Market Street and 5908 Market Street (collectively, the “**Property**”) to ACHIEVEability, a Pennsylvania non-profit organization (the “**Purchaser**”).

**NOW THEREFORE, BE IT HEREBY RESOLVED** by the Board of Directors of the Philadelphia Land Bank that:

1. The conveyance of the Property to the Purchaser for One and 00/100 U.S. Dollar (\$1.00) and a thirty (30) year mortgage for Thirty-Nine Thousand Nine Hundred Ninety-Nine and 00/100 U.S. Dollars (\$39,999.00) is in the best interests of the Land Bank and is hereby approved, subject to approval by resolution of Philadelphia City Council.
2. The conveyance of the Property complies with all applicable terms and conditions of Section 16-404 of the Philadelphia Code, subject to approval by resolution of Philadelphia City Council.
3. Subject to the terms of this Resolution, the Executive Director and Senior Counsel are each hereby authorized, in the name of and on behalf of the Land Bank, to prepare, execute, deliver, and perform any and all agreements, deeds, and other documents, as may be necessary or desirable, to consummate the conveyance of the Property (collectively, the “**Transaction Documents**”) and, from time to time and at any time, amend, supplement, and modify the Transaction Documents, or any of them, as may be necessary or desirable. The Transaction Documents and any amendments, supplements, and modifications thereto shall contain such terms and conditions as the Executive Director and Senior Counsel shall deem necessary or appropriate subject to the terms of this Resolution, and, when so executed and delivered by the Land Bank shall constitute the valid and binding obligations of the Land Bank.
4. The Executive Director with the advice of Senior Counsel may modify this Resolution as may be necessary or desirable to carry out its purposes and intents. The Executive Director or Senior Counsel will notify the Board of all modifications to this Resolution at the next Board meeting following the date of such modifications.
5. This Resolution shall take effect immediately upon adoption by the Board.

**Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.**

**Philadelphia City Council Resolution No. \_\_\_\_\_ dated \_\_\_\_\_.**

**Exhibit O**

**RESOLUTION NO. 2023 – 57**

**RESOLUTION AUTHORIZING CONVEYANCE OF  
2464 NORTH NATRONA STREET  
TO CIERRA S. STOKES**

**WHEREAS**, Section 16-707 of the Philadelphia Code authorizes the Philadelphia Land Bank (the “**Land Bank**”) to convey, exchange, sell, transfer, lease, grant or mortgage interests in real property of the Land Bank in the form and by the method determined to be in the best interests of the Land Bank, subject to approval by resolution of Philadelphia City Council, and subject further to the terms and conditions of Chapter 16-404 of the Philadelphia Code.

**WHEREAS**, the Board of Directors (the “**Board**”) has determined that it is in the best interests of the Land Bank to convey 2464 North Natrona Street (the “**Property**”) to Cierra S. Stokes (the “**Purchaser**”).

**NOW THEREFORE, BE IT HEREBY RESOLVED** by the Board of Directors of the Philadelphia Land Bank that:

1. The conveyance of the Property to the Purchaser for One and 00/100 U.S. Dollar (\$1.00) and a thirty (30) year mortgage for Twenty-One Thousand Nine Hundred Ninety-Nine and 00/100 U.S. Dollars (\$21,999.00) is in the best interests of the Land Bank and is hereby approved, subject to approval by resolution of Philadelphia City Council.
2. The conveyance of the Property complies with all applicable terms and conditions of Section 16-404 of the Philadelphia Code, subject to approval by resolution of Philadelphia City Council.
3. Subject to the terms of this Resolution, the Executive Director and Senior Counsel are each hereby authorized, in the name of and on behalf of the Land Bank, to prepare, execute, deliver, and perform any and all agreements, deeds, and other documents, as may be necessary or desirable, to consummate the conveyance of the Property (collectively, the “**Transaction Documents**”) and, from time to time and at any time, amend, supplement, and modify the Transaction Documents, or any of them, as may be necessary or desirable. The Transaction Documents and any amendments, supplements, and modifications thereto shall contain such terms and conditions as the Executive Director and Senior Counsel shall deem necessary or appropriate subject to the terms of this Resolution, and, when so executed and delivered by the Land Bank shall constitute the valid and binding obligations of the Land Bank.
4. The Executive Director with the advice of Senior Counsel may modify this Resolution as may be necessary or desirable to carry out its purposes and intents. The Executive Director or Senior Counsel will notify the Board of all modifications to this Resolution at the next Board meeting following the date of such modifications.
5. This Resolution shall take effect immediately upon adoption by the Board.

**Adopted by Philadelphia Land Bank Board of Directors on December 12, 2023.**

**Philadelphia City Council Resolution No. \_\_\_\_\_ dated \_\_\_\_\_.**