

PHILADELPHIA LAND BANK

JULY 16, 2024 BOARD OF DIRECTORS MEETING MINUTES

A Regular Meeting of the Board of Directors of the Philadelphia Land Bank was held on Tuesday, July 16, 2024, 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 Herbert Wetzel called the meeting to order at 10:08 am.

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. 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 before this meeting were shared with the Board.

Prior to today's Public Session, the Board held an Executive Session during which Mr. Rodriguez reviewed the agenda, discussed scheduling a Board orientation and discussed the process of appointing members to the Board committees.

Item I **Roll Call**

The following members of the Board of Directors reported present: Darwin Beauvais, Cornelius Brown, Nicholas Dema, Andrew Goodman, Maria Gonzalez, Jenny Greenberg, Michael Johns, Rebecca Lopez Kriss, Majeedah Rashid and Herbert Wetzel.

Kelvin Jeremiah was experiencing technical difficulties during roll call but joined the meeting at 10:13 am.

The following Land Management staff members were present: Angel Rodriguez, Andrea Imredy Saah, Esq., Robert Spence, Esq., Karen Anaya, Todd Hestand, Cristina Martinez, Brian Romano, 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

Mr. Wetzel called for questions or comments from the Board regarding the minutes of the Board meeting of June 11, 2024. There were none.

Mr. Wetzel called for a motion regarding approval of the minutes.

Mr. Beauvais moved to approve the minutes. Ms. Gonzalez seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the June 11, 2024, Board Meeting minutes.

Item III
Executive Director's Report

Mr. Rodriguez presented an overview of the report included in the Board package posted online prior to the meeting, which described the dispositions which closed for the fiscal year ending June 30, 2024. Land Bank disposed of two hundred thirty-one (231) DOR parcels, which included approximately three hundred eleven (311) standard lots. This includes two hundred eighty-eight (288) housing lots, which will yield three hundred fifteen (315) housing units.

Mr. Rodriguez also provided an update on the Turn the Key (TTK) program. Seven hundred twenty-four (724) total housing units have been approved by the Land Bank Board between fiscal year 2023 and 2024. Four hundred sixty (460) of the units are complete or presently under construction.

Mr. Rodriguez talked about the Minority Developer Program (MDP), which Land Bank and PHDC started two years ago to promote wealth creation and business growth targeting black and brown developers in the City. There have been two cohorts, the first in January 2022 and the second in 2023. Mr. Rodriguez then discussed the MDP proposals which have been approved by the Land Bank Board and key employees providing support, including Todd Hestand and Shelvia Williams.

Mr. Rodriguez clarified for the Board that any development with a value of over \$100,000, excepting gardens, open space, and side yard dispositions, requires an Economic Opportunity Plan (EOP) to be approved by the Office of Economic Opportunity (the OEO), which is part of the City's Commerce Department. The OEO contracts with the Division of Housing and Community Development (DHCD) of the City's Department of Planning and Development to manage the EOP program. EOP targets are set by the approved developer and DHCD and approved by the OEO. DHCD's monitoring and compliance unit is responsible for oversight and compliance and reports to the OEO. EOP percentages are based on the total development costs and the contracts issued to general contractors, subcontractors, trades people, architects, engineers, and material suppliers. Developers are required to make best efforts to contract with Minority Business Enterprises (MBE) and Women Business Enterprises (WBE), and compliance also considers the number of minority, women, and resident employees hired by the contractors. Prior to the Land Bank's issuance of any Certificate of Completion, the Land Bank confirms with the OEO that the developer complied with the EOP. The Land Bank may not divulge any specific compliance statistics, and any request for such statistics must be made directly to the OEO. Ms. Gonzalez and Mr. Goodman requested that more frequent updates regarding EOP compliance be made available to the Board.

The full report containing additional details regarding Fiscal Year 2024 dispositions, Turn the Key program updates, Minority Developer Program updates, and Economic Opportunity Plan (EOP) oversight is attached to these minutes as **Exhibit B.**

Item IV **Administrative Matters**

IV.A. Approving Board Committee Charters

Mr. Rodriguez requested Board approval for the reorganization of the Board's standing committees and the draft committee charters included in the Board package. The charters define each committee and the committee's role, structure, meeting frequency, authority and responsibilities.

Ms. Imredy Saah added that the Board has in the past created standing committees, and that, under the Bylaws, the Land Bank Treasurer is the Chair of the Finance Committee. The proposed charters propose to combine the former Policy Committee and Strategic Planning Committee into a single committee, as the Land Bank is no longer the agency responsible for preparing a strategic plan. Ms. Imredy Saah also noted that committees cannot have more than five members, and a committee cannot make any recommendations or decisions. The charters will remain subject to further revision to ensure they are in accordance with the City code and other City directives.

Mr. Wetzel called for questions or comments from the Board. Mr. Jeremiah asked if the two committees on the agenda are the only two committees of the Land Bank Board if approved. Ms. Imredy Saah responded that there is an existing, standing Nominating Committee, whose membership is set by the bylaws. Ms. Imredy Saah noted there is no Audit Committee. Mr. Rodriguez explained this is because the audit is procured by PHDC, although the Finance Committee does review the Land Bank's annual audit, which is then presented to the Board.

Ms. Lopez-Kriss asked Chair Wetzel for clarification regarding the "review and discuss a long-term financial plan for the Philadelphia Land Bank" Finance Committee responsibility. Mr. Wetzel acknowledged that the budget will be an annual process as the Land Bank remains primarily funded by the City, but provided the example of insurance costs for land held by the Land Bank and how the Land Bank could work to minimize its holdings at any given time to reduce those costs.

Ms. Lopez Kriss next asked about expenditures at sheriff's sales as identified in the Finance Committee charter. Mr. Wetzel clarified that this would be a general review, and not an attempt to identify specific parcels for acquisition. Mr. Rodriguez added that staff would present on a quarterly basis to the committee a list of proposed acquisitions, the Council District they are in, and the intended use for each acquired property. The full Board would vote to approve the proposed expenditure for the acquisition of those properties.

Ms. Lopez Kriss also asked about the meaning of "Review and discuss the financial aspects of major proposed transactions, new programs and services, as well as of proposals to discontinue programs or services, for Board action, as appropriate." Mr. Rodriguez provided the Germantown Settlement properties as an example. The Land Bank does not typically acquire structures, but due to complications with the ability of the Philadelphia Redevelopment Authority (PRA) to pursue a mortgage foreclosure, the Land Bank acquired the property at Sheriff's sale and entered into an agreement under which PRA managed the property and indemnified the Land Bank while the Land Bank worked to transfer the property to the PRA.

Mr. Wetzel asked if public comment regarding the proposed reorganization and charter adoption was received prior to the Board meeting. There were none.

Mr. Rodriguez acknowledged Jihad Ali. Mr. Ali requested clarity regarding EOP reporting, the applicability of Right to Know to EOP reporting, and whether a committee would be responsible for EOP oversight. Mr. Rodriguez described the division of responsibilities between the Land Bank, the Division of Housing and Community Development in the City's Department of Planning and Development, and the Office of Economic Opportunity, which is housed in the City's Commerce Department. Ms. Imredy Saah clarified that the Land Bank only receives confirmation that a developer has met its requirements under the EOP prior to issuing the Certificate of Completion and does not receive specific information regarding how the developer fulfilled the requirements. Ms. Imredy Saah stated the Land Bank fully complies with the Right To Know Act, and that the Right To Know Act has a number of exceptions which could except publication of the EOP reporting if the Land Bank were to receive it. Ms. Lopez Kriss shared that the Office of Economic Opportunity does publish an annual report that should be available publicly on the Commerce Department's website or able to be requested. The questions and comments can be found in full on pages 28 to 32 of the attached transcript.

Mr. Wetzel called for a motion.

Mr. Jeremiah moved to approve the resolution. Ms. Lopez Kriss seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Approving Reorganization of Standing Committees and Adopting Charters for Finance Committee and for Policy and Planning Committee** (attached to these minutes as **Exhibit C**).

Item V **Property Dispositions**

V.A. Development – Assemblage (unsolicited)

Mr. Rodriguez requested the Board's approval to convey 5307 Market Street in the Third (3rd) Council District to Kifleye LLC, the owner of 5301, 5303 and 5305 Market Street. The applicant proposes to develop a mixed-use apartment building containing four (4) ground-floor retail spaces and twelve (12) market-rate apartments on the two (2) upper floors. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply for this project.

Chair Wetzel called for questions or comments from the Board.

Mr. Johns stated his belief that the site plans do not match the renderings and that the design does not match the block, and that he believes consistent plans should be a requirement.

Mr. Jeremiah asked how the property is currently being used. Mr. Rodriguez stated it is a vacant lot.

Chair Wetzel asked if the applicant owned adjacent property. Ms. Imredy Saah answered that the applicant owns three adjacent parcels.

Mr. Jeremiah asked if the Land Bank policy requires Councilmanic support. Mr. Rodriguez replied that it does not.

Chair Wetzel asked if any comments were received prior to the Board meeting. Ms. Imredy Saah replied that Eloise Young, RCO Facilitator for HMC Squared Community Association, wrote in strong support of the project. The letter is attached to the minutes as **Exhibit D**.

Chair Wetzel called for questions or comments from the public. There were none.

Chair Wetzel then called for a motion.

Mr. Jeremiah moved to approve the disposition. Mr. Dema seconded the motion.

Upon motion made and duly seconded, the Board approved the **Resolution Authorizing Conveyance of 5307 Market Street to Kifleye LLC** (attached to these minutes as **Exhibit E**) by a vote of ten (10) to one (1). Mr. Beauvais, Mr. Brown, Mr. Dema, Ms. Gonzalez, Ms. Greenberg, Mr. Jeremiah, Mr. Johns, Ms. Lopez Kriss, Ms. Rashid and Chair Wetzel voted in favor of the resolution. Mr. Goodman voted against the resolution.

V.B. Development – Affordable Housing (unsolicited)

Mr. Goodman recused himself from the meeting for items V.B. 1, 2, 3, 4 and 5, since he was involved in assisting the developers as they prepared their applications to the Land Bank in his role as Director of Equitable Development for 3rd District City Councilmember Gauthier. Mr. Goodman's recusal letter is attached to the minutes as **Exhibit F**.

Mr. Dema left the meeting at 10:58 am.

V.B.1.

Mr. Rodriguez introduced Todd Hestand, Senior Development Specialist, who requested the Board's approval to convey 3833 and 3915 Brown Street; 735 N. DeKalb Street; 3605 Melon Street; 3517 Mount Vernon Street; 524 N. 35th Street; 740 and 765 N. 38th Street; and 839 N. 39th Street in the Third (3rd) Council District to BLA Holdings LLC. The applicant proposes to develop nine (9) single-family homeownership units. The units will each be two (2) stories, with an unfinished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,100 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board.

Mr. Johns stated he believes the design does not meet the contextual requirements of the neighborhood.

Ms. Gonzalez asked how the proposal fits within the context of the neighborhood. Mr. Hestand responded that the UDA executive team worked with Councilwoman Gauthier's office to review the architectural plans. Where any conflict or obvious discrepancy was identified, those parcels were

removed from the application. UDA also encourages the developers to look at parcels block by block in the neighborhoods, both during the day and at night, to ensure the proposal fits the neighborhood.

Mr. Johns is concerned that the Board is seeing the same or very similar plans for multiple projects, and that he believes better layouts are possible.

Mr. Jeremiah seconded Mr. Johns' concerns and also shared his concerns about unsolicited applications.

Chair Wetzel stated the Policy and Planning Committee will look into what the Land Bank can and cannot do regarding context and unit size.

Chair Wetzel asked if any comments were received prior to the Board meeting.

Ms. Imredy Saah replied that Councilwoman Gauthier wrote in support of items V.B. 1, 2, 3, 4 and 5, citing this as a chance to achieve multiple benefits at once. Her letter is attached to the minutes as **Exhibit G**.

A letter was also received from Rick Young, one of the founders of Urban Developers Association, who expressed his strong support for BLA Holdings, LLC and their proposal to develop nine homes.

David Langlieb, Executive Director of the Philadelphia Accelerator Fund, also wrote in strong support of BLA Holdings' application in the 3rd District.

Mantua Civic Association also sent a letter wholeheartedly supporting the proposal and urging the Board to approve the disposition.

The individual support letters for this project are attached in full to the minutes as **Exhibit H**.

Chair Wetzel called for questions or comments from the public.

Mr. Rodriguez recognized Mohamed Rushdy. Mr. Rushdy thanked Mr. Rodriguez and Mr. Hestand for their support of the Minority Developers Program. Mr. Rushdy spoke in support of this project and the other four UDA projects on the agenda.

Mr. Rodriguez recognized David Langlieb. Mr. Langlieb, with the Philadelphia Accelerator Fund, expressed his strong support for BLA and all the dispositions from UDA and Black Squirrel participants under consideration by the Land Bank at this meeting.

Mr. Rodriguez recognized Mr. Jihad Ali. Mr. Ali would like more information but spoke in support of the application.

Mr. Rodriguez recognized Michael Tomasetti. Mr. Tomasetti, on behalf of Civetta Property Group, stated his support of the project and the UDA.

Chair Wetzel then called for a motion.

Mr. Brown moved to approve the disposition. Mr. Beauvais seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 3833 Brown Street, 3915 Brown Street, 735 N. Dekalb Street, 3605 Melon Street, 3517 Mount Vernon Street, 524 N. 35th Street, 740 N. 38th Street, 765 N. 38th Street, and 839 N. 39th Street to BLA Holdings LLC** (attached to these minutes as **Exhibit I**).

V.B.2.

Mr. Hestand requested the Board's approval to convey 3914, 3917, 3927, 3935, 3936-38, 3937, 3940, 3946 and 3948 Folsom Street in the Third (3rd) Council District to Gil Property Group LLC. The applicant proposes to develop ten (10) single-family homeownership units. The units will each be two (2) stories, with a finished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,455 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board. There were none.

Chair Wetzel asked if any comments were received prior to the Board meeting. Ms. Imredy Saah stated letters of support were received from Councilwoman Gauthier, Rick Young of the Urban Developers Association, David Langlieb of the Philadelphia Accelerator Fund, and the Mantua Civic Association, all with similar content as their previously described letters. All letters are attached in full to the minutes as **Exhibit G** and **Exhibit J**.

Chair Wetzel called for questions or comments from the public. There were none.

Chair Wetzel then called for a motion.

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

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 3914, 3917, 3927, 3935, 3936-38, 3937, 3940, 3946 and 3948 Folsom Street to Gil Property Group LLC** (attached to these minutes as **Exhibit K**).

V.B.3.

Mr. Hestand requested the Board's approval to convey 3539 Aspen Street; 3624 Brown Street; 610, 612, and 614 N. Shedwick Street; 3405, 3830 and 3832 Wallace Street; 682 N. 33rd Street; and 620 N. 35th Street in the Third (3rd) Council District to Northwest Development Group LLC. The applicant proposes to develop ten (10) single-family homeownership units. The units will each be two (2) stories, with an unfinished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,200 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board. There were none.

Chair Wetzel asked if any comments were received prior to the Board meeting. Ms. Imredy Saah stated letters of support were received from Councilwoman Gauthier, Rick Young of the Urban Developers Association, David Langlieb of the Philadelphia Accelerator Fund, and the Mantua Civic Association, all with similar content as their previously described letters. All letters are attached in full to the minutes as **Exhibit G** and **Exhibit L**.

Chair Wetzel called for questions or comments from the public.

Mr. Rodriguez recognized Jihad Ali. Mr. Ali asked if Jordan Parisse was affiliated with this project. Mr. Hestand responded in the affirmative. Mr. Ali then stated his support for the project.

Mr. Rodriguez next recognized Isaac Badush. Mr. Badush's company purchased 620 N. 35th Street from a company which acquired it from the PRA, but the PRA revested ownership. Mr. Badush wanted to know if he could acquire the property at this time.

Chair Wetzel asked Mr. Rodriguez if the property was unencumbered and in the inventory. Mr. Rodriguez stated the property is unencumbered and available. The previous developer and this developer defaulted on the agreement with the PRA and did not reach an agreement to cure the default.

Chair Wetzel then called for a motion.

Ms. Lopez Kriss moved to approve the disposition. Mr. Beauvais seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 3539 Aspen Street, 3624 Brown Street, 610 N. Shedwick Street, 612 N. Shedwick Street, 614 N. Shedwick Street, 3405 Wallace Street, 3830 Wallace Street, 3832 Wallace Street, 682 N. 33rd Street, and 620 N. 35th Street to Northwest Development Group LLC** (attached to these minutes as **Exhibit M**).

V.B.4.

Mr. Hestand requested the Board's approval to convey 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647 and 658 Union Street; and 3903, 3905, 3907 and 3930 Wallace Street in the Third (3rd) Council District to Project IV LLC. The applicant proposes to develop ten (10) single-family homeownership units. The units will each be two (2) stories, with an unfinished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,375 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board.

Mr. Johns commented that he does not believe the design fits within the context of each street in the proposal.

Ms. Lopez Kriss asked why the plans in many of the units are nearly identical.

Chair Wetzel responded that economies of scale are the likely cause, and rebuilding the structures that used to stand on the sites would almost certainly make the homes unaffordable.

Mr. Johns expressed his desire for someone to identify a way to make the homes more contextual without sacrificing affordability.

Ms. Gonzalez expressed her desire to increase affordable housing in a way that is respectful to the community.

Mr. Jeremiah wants the Land Bank Board to examine neighborhood context and opined that the homes do not look good.

Ms. Lopez Kriss stated that she does not want to be responsible for monitoring taste, but if all other homes in the neighborhood have porches and these do not or if the other homes are three (3) stories and these are two (2) stories, the Land Bank should examine that.

Chair Wetzel stated this can be one of the first tasks for the Policy and Planning Committee.

Chair Wetzel asked if any comments were received prior to the Board meeting. Ms. Imredy Saah stated letters of support were received from Councilwoman Gauthier, Rick Young of the Urban Developers Association, David Langlieb of the Philadelphia Accelerator Fund, and the Mantua Civic Association, all with similar content as their previously described letters.

Letters of support were also received from Amira Coleman, Compass Realty; Dilvany Arredondo, a founder of Connecting the Dots; Kyle Easley with DKP Development Group; Mike Gargiulo from The HOW Group; Shania Smith, homeowner in the neighborhood; and Anthony Bright of Seamless Pros. All were very strongly supportive of this project and of the developer and urged the Board to adopt the resolution.

A letter was also received from Shari Gilyard, who is a neighbor, asking the Board to allow one of the spaces to be used as a green space. She is a long-time resident in her home in the area. Ms. Imredy Saah stated that staff did check whether she would be able to acquire the property as a side yard, and Ms. Gilyard is not qualified to acquire the property as a side yard because her home is not adjacent to the property.

All letters are attached in full to the minutes as **Exhibit G** and **Exhibit N**.

Chair Wetzel called for questions or comments from the public.

Mr. Rodriguez recognized Jihad Ali. Mr. Ali expressed support for the developer and the project. Mr. Ali believes the façades can be improved across Land Bank projects.

Mr. Rodriguez recognized Alisha Davis. Ms. Davis stated that although Ms. Gilyard is not qualified to purchase a lot, the Board should take her concerns and the context of the neighborhood into account.

Mr. Rodriguez recognized Mr. Butler. Mr. Butler thinks the property Ms. Gilyard inquired about should not be included in the project.

Chair Wetzel then called for a motion.

Mr. Jeremiah moved to approve the disposition. Mr. Brown seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 3841 Melon Street, 3843 Melon Street, 3858 Mount Vernon Street, 642 Union Street, 647 Union Street, 658 Union Street, 3903 Wallace Street, 3905 Wallace Street, 3907 Wallace Street, and 3930 Wallace Street to Project IV LLC** (attached to these minutes as **Exhibit O**).

V.B.5.

Mr. Hestand requested the Board's approval to convey 3607, 3830 and 3832 Melon Street; 3837, 3917, 3938, 3940 and 3944 Mount Vernon Street; and 612 Union Street in the Third (3rd) Council District to Rosario Estates LLC. The applicant proposes to develop ten (10) single-family homeownership units. The units will each be two (2) stories, with an unfinished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,100 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board.

Chair Wetzel asked if any comments were received prior to the Board meeting. Ms. Imredy Saah stated letters of support were received from Councilwoman Gauthier, Rick Young of the Urban Developers Association, David Langlieb of the Philadelphia Accelerator Fund, and the Mantua Civic Association, all with similar content as their previously described letters.

Letters were also received from Anthony Rogers, a business owner in the neighborhood; Maridalia Gonzalez, long-time resident of the neighborhood; and Matu Threatt, who is also a Philadelphia resident supporting this proposed project.

All letters are attached in full to the minutes as **Exhibit G** and **Exhibit P**.

Chair Wetzel called for questions or comments from the public. There were none.

Chair Wetzel then called for a motion.

Mr. Jeremiah moved to approve the disposition. Mr. Brown seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 3607 Melon Street, 3830 Melon Street, 3832 Melon Street, 3837 Mount Vernon Street, 3917 Mount Vernon Street, 3938 Mount Vernon Street, 3940 Mount Vernon Street, 3944 Mount Vernon Street, and 612 Union Street to Rosario Estates LLC** (attached to these minutes as **Exhibit Q**).

Mr. Goodman returned to the meeting at this time.

V.B.6.

Mr. Hestand requested the Board's approval to convey 2605, 2607, 2608, 2610 and 2622 N. 29th Street in the Fifth (5th) Council District to JES Capital Investments LLC ("JES"). The applicant proposes to develop five (5) single-family homeownership units. The units will each be two (2) stories, without a basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,160 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board.

Mr. Jeremiah asked if Land Bank staff verifies the funding sources or if the sources are only proposals.

Mr. Rodriguez responded that Land Bank staff does confirm the validity of the funding sources. The Land Bank requires letters of intent or term sheets. Applicants must also share bank statements to confirm the proposed equity stake is reasonable.

Mr. Johns asked if the applicants generally share one architectural firm. Mr. Hestand responded that each applicant selects their own subcontractors, but he is not aware of all applicants sharing one architect. Mr. Rodriguez added that the applicants likely are discussing these matters, and that they may be designing a similar minimum viable product via different architects.

Mr. Johns raised concerns about diversifying the professional services being utilized by the applicants.

Ms. Gonzalez noted the plans do not include basements or closets. Ms. Gonzalez is afraid units may sit vacant.

Chair Wetzel asked if any comments were received prior to the Board meeting.

Ms. Imredy Saah stated letters of support were received from Lauren Stebbins from the Barra Foundation; Brian Murray from Shift Capital; Aubrielle Kituma; Brandy Ross; Sang Phouansouvanh, who is part of Black Squirrel Collaborative's Philly Rise initiative; David Langlieb of the Philadelphia Accelerator Fund; Damian Smith of Smith Property Works; Mark Lawson of ReNew and also part of the Black Squirrel Collaborative; Kylah Field; Kevin Williams, Black Squirrel Collaborative; Bryan Collins, 610Cars; Nadirah Brown; Varsovia Fernandez, with the Pennsylvania CFDI Network; Charles Owo; Kyle Schell of Homes Beyond Luxury; Maleda Berhane, AR Spruce; Ibraheim Campbell of Soar City; Armond E. Mosley; Ugochukwu Opara, of 215 Development Corporation; Kevin Moran, of the Urban Land Institute Philadelphia; Ariel Brown, of A2B Consultant Group; Kyle Moore, from Moore Management Group; and Rashod Minor and Keen Riley.

Bonita Cummings, of Strawberry Manion Community Concern & RCO, wrote in opposition to the disposition.

All letters are attached in full to the minutes as **Exhibit R**.

Chair Wetzel called for questions or comments from the public.

Mr. Jeremiah left the meeting at 11:49 am.

Mr. Rodriguez recognized Justin Smith, the principal of JES. Addressing the design, Mr. Smith stated there are only so many ways to configure a 1,100-1,300 square foot, three (3) bedroom, two (2) bath home, and it's likely the developers will arrive at similar designs. Mr. Smith discussed his history in the housing industry. Mr. Smith also discussed how he and his cohort have been in the program for nearly two (2) years, only now getting to this step, and he was discouraged that still more bottlenecks were being encountered.

Mr. Rodriguez next recognized Bonita Cummings. Ms. Cummings expressed her displeasure with the design and layout, and her belief that Mr. Smith needed to meet with her RCO again. Ms. Cummings' full comments can be found at pages 78 to 81 of the attached condensed transcript.

Mr. Rodriguez recognized Jihad Ali. Mr. Ali expressed support for the Land Bank adding more design requirements.

Mr. Rodriguez next recognized Ugochukwu Opara. Mr. Opara expressed his support for reusing designs and floorplans. He stated many blocks in Philadelphia are composed of identical homes, and that reusing the design is a key component of creating affordability across the City. Mr. Opara also stated the façade is only aesthetics, and that other aspects, such as energy efficiency, should be more important when evaluating applications.

Mr. Rodriguez recognized Candis Pressley. Ms. Pressley is a fellow Black Squirrel participant and expressed her strong support for JES's application.

Mr. Rodriguez recognized Mo Rushdy. Mr. Rushdy seconded Mr. Opara's comments. Mr. Rushdy also expressed his desire for the Board to visit some of the Turn the Key developments, many of which re-use designs and floorplans, and for the Board to understand that the homes are quality homes.

Mr. Rodriguez recognized Adam Butler. Mr. Butler does not consider it reasonable to live without closets and is frustrated that the Board does not acknowledge or incorporate community feedback.

Mr. Rodriguez recognized Jayden Parks. Mr. Parks believes it may be possible to build affordable projects with more aesthetic value than is being presented now.

Mr. Rodriguez again recognized Justin Smith. Mr. Smith stated the bedrooms will have closets, but it's not feasible to keep spending time and money providing drawings with increased detail when he is already two years into this project. Mr. Rodriguez requested clarity regarding updated plans, and Mr. Smith agreed to provide updated plans, including closets, upon approval.

Ms. Gonzalez asked Mr. Smith if he had committed to meeting with the community again. Mr. Smith told the community he would follow up with them but did not commit to additional meetings.

Mr. Beauvais asked how many meetings Mr. Smith had with the community and who attended. Mr. Smith responded he had one meeting, and that multiple RCOs attended. Mr. Beauvais requested clarity regarding the meeting requirement. Mr. Rodriguez responded that applicants are required to

hold one community meeting and are given a package which outlines the meeting and notice requirements. Mr. Beauvais then asked Mr. Smith if any other RCOs requested a second meeting. Mr. Smith replied only Ms. Cummings requested a second meeting.

Mr. Rodriguez recognized David Langlieb. Mr. Langlieb, with the Philadelphia Accelerator Fund, stated one of the reasons it was created was to help developers with pre-development costs, but, even so, there is a limit to how much developers can reasonably spend without any assurance their application will be approved. Upon Land Bank approval, the developers are able to access additional funding to finalize plans.

Ms. Lopez Kriss asked Mr. Langlieb whether it was common for plans to be updated following Land Bank approval.

Mr. Langlieb responded that, yes, certain adjustments are allowable and do occur when the permit drawings are created.

Mr. Rodriguez then detailed the entire process between Land Bank Board approval and closing, how many things can affect designs, and how L&I still needs to approve plans prior to closing.

Chair Wetzel stated it was time to make a decision and called for a motion.

Ms. Lopez Kriss moved to approve the disposition. Mr. Beauvais seconded the motion.

Upon motion made and duly seconded, the Board approved the **Resolution Authorizing Conveyance of 2605, 2607, 2608, 2610 and 2622 N. 29th Street to JES Capital Investments LLC** (attached to these minutes as **Exhibit S**) by a vote of six (6) to three (3). Chair Wetzel, Mr. Beauvais, Ms. Rashid, Ms. Lopez Kriss, Mr. Goodman, and Mr. Brown voted in favor of the resolution. Ms. Gonzalez, Ms. Greenberg, and Mr. Johns voted against the resolution.

V.B.7.

Mr. Hestand requested the Board's approval to convey 1766, 1768, 1770 and 1772 N. Bodine Street; 218 Cecil B. Moore Avenue; and 2244 and 2246 Hope Street in the Seventh (7th) Council District to Seamless Development LLC. The applicant proposes to develop seven (7) single-family homeownership units. The units will each be two (2) stories, without a basement, containing three (3) bedrooms and one and a half (1.5) bathrooms at approximately 1,100 square feet each. They will be sold to households with incomes at or below one hundred percent (100%) of AMI for a maximum sales price of \$280,000. The homes will be eligible for the Neighborhood Preservation Initiative's Turn the Key Program and will be subject to a Declaration of Restrictive Covenants. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

Chair Wetzel called for questions or comments from the Board. There were none.

Chair Wetzel asked if any comments were received prior to the Board meeting.

Ms. Imredy Saah stated letters of support were received from Kevin Moran, of the Urban Land Institute Philadelphia; Kevin Williams, of Black Squirrel collaborative; Lauren Stebbins, of the Barra Foundation; Isaac Singleton, of Project IV; Brian Murray, of Schiff Capital; Mark Lawson, of ReNew; Damian Smith, of Smith Property Works; David Langlieb, of the Philadelphia Accelerator

Fund; Ibraheim Campbell, of Soar City Development; Sangkham Phouansouvanh, of PREI Homes; Maleda Berhane, of AR Spruce; and Varsovia Fernandez, of PA CDFI Network. All letters are attached in full to the minutes as **Exhibit T**.

Chair Wetzel called for questions or comments from the public.

Mr. Rodriguez recognized Bonita Cummings. Ms. Cummings had more to say about Item V.B.6, and reiterated her claim that more community meetings should have been held before the Board approved the disposition.

Mr. Rodriguez recognized Michael Tomasetti. Mr. Tomasetti, of Civetta Property Group, stated he fully supports the applicant.

Mr. Rodriguez recognized Will Gonzalez. Mr. Rodriguez, with Ceiba, stated he met with Mr. Evans and Mr. Bright the week prior, and they were amazing people. Ceiba does not support affordable housing, including this project, without associated wrap-around services.

Mr. Rodriguez recognized Timour Kamran. Mr. Kamran, with Norris Square Community Action Network, asked if the homes will be offered at 80% AMI. Mr. Rodriguez responded that the maximum price is based on 100% AMI, and that the income of the average Turn the Key purchaser is at 57% AMI.

Mr. Rodriguez recognized Mo Rushdy. Mr. Rushdy spoke in support of the applicant.

Mr. Rodriguez again recognized Timour Kamran. Mr. Kamran asked if any of the units would be considered affordable to purchasers at 80% AMI or lower. Mr. Rodriguez and Chair Wetzel provided a number of statistics regarding the Turn the Key sales, including sales prices, forgivable mortgage amounts, grants, average mortgage payments, and capped assessments during the life of the soft second mortgage.

Mr. Rodriguez recognized Robert Merkle. Mr. Merkle is a resident near the proposed sites who is concerned about neighborhood context. He also attended the community meeting and did not consider it useful.

Mr. Rodriguez recognized Khalief Evans. Mr. Evans stated the meeting Mr. Merkle attended was not the primary meeting and was held only to accommodate a late request from an RCO. Mr. Evans also stated the façades were designed with neighborhood context in mind.

Chair Wetzel then called for a motion.

Mr. Brown moved to approve the disposition. Mr. Beauvais seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 1766 N. Bodine Street, 1768 N. Bodine Street, 1770 N. Bodine Street, 1772 N. Bodine Street, 218 Cecil B. Moore Avenue, 2244 Hope Street and 2246 Hope Street to Seamless Development LLC** (attached to these minutes as **Exhibit U**).

V.C. Side/Rear Yards

Mr. Rodriguez requested that the Board authorize the conveyance of 1900 E. Lehigh Avenue in the First (1st) Council District to Quay and Mui A. Phong to be used as a side or rear yard. The applicant is compliant and in good standing with the City of Philadelphia. The property will be subject to a 30-year mortgage and permanent use restrictions as a side or rear yard.

Chair Wetzel called for questions or comments from the Board. There were none.

Chair Wetzel asked if any comments were received prior to the Board meeting. There were none.

Chair Wetzel called for questions or comments from the public.

Ms. Lopez Kriss asked why a property valued at \$75,000 was being sold as a side yard. Mr. Rodriguez responded that the purchaser has been in communication with the 1st District Councilmember, and the Councilman supports selling this as a side yard.

Chair Wetzel then called for a motion.

Ms. Gonzalez moved to approve the disposition. Ms. Greenberg seconded the motion.

Upon motion made and duly seconded, the Board unanimously approved the **Resolution Authorizing Conveyance of 1900 E. Lehigh Avenue to Quay Phong and Mui A. Phong** (attached to these minutes as **Exhibit V**).

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

Chair Wetzel asked if there was any Old Business that the Board or public would like to discuss.

Mr. Rodriguez recognized Adam Butler. Mr. Butler, on behalf of Iglesias Gardens, requested an update regarding the timing of Iglesias Gardens being able to acquire the land in the application approved by the Board in 2020. Ms. Imredy Saah stated the Land Bank is finalizing the sales documentation, she hopes to get the documents to Iglesias Gardens and other garden purchasers in August. Mr. Rodriguez added that the Land Bank is required to harmonize its garden dispositions with the City and PRA, and a large part of the delay is getting final approval from the different legal departments. Mr. Goodman asked whether the Land Bank could move forward with Land Bank dispositions if the three (3) entities are sufficiently in agreement. Mr. Rodriguez responded that the entire process needs to be finalized and needs to account for the individual requirements of each entity, to avoid any potential discrepancies in the processes among the three (3) entities.

Mr. Butler next asked when the Land Bank Board would return to in-person meetings. Mr. Rodriguez stated it is the Land Bank and Board's intention to return to in-person meetings in September.

Item VII
Adjournment

Seeing no further comments from the Board or the public, Chair Wetzel called for a motion to adjourn.

Ms. Gonzalez moved to adjourn the meeting, and Ms. Lopez Kriss seconded the motion.

Upon motion made and duly seconded, the Board unanimously voted to adjourn at 1:01 pm.

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

SECRETARY TO THE BOARD

PUBLIC ATTENDANCE SHEET
PHILADELPHIA LAND BANK BOARD OF DIRECTORS REGULAR MEETING
 Tuesday, July 16, 2024, at 10:00 AM, held remotely using Zoom Webinar.

User Name
A B
Jamila Davis
Shelvia Williams
Eugene Tull
Damone Jones
Jacquelyn Sims
Brennan Tomasetti
Bonita Cummings
Jihad Ali
Britainy Stephens
Mohamed Rushdy
Russell Hicks
David Oliver
Julian Rios
Mark Lawson
Candis Pressley
David Langlieb
Thom Webster
Nilda Pimentel
Timour Kamran
Anissa Taylor
Mike Tomasetti
Ugochukwu Opara
Justin Smith
Antonio Cerqueira
Roshan Basil Stanton
Doris Aldridge
Leah Apgar
Erika Rosario
Dee Dukes
Sloane Folks
Nayezge Heyer
Adam Butler
J L
Mara Henao
Natan Matityahu
Isaac Badush
Lauren Kirton

PUBLIC ATTENDANCE SHEET
PHILADELPHIA LAND BANK BOARD OF DIRECTORS REGULAR MEETING
 Tuesday, July 16, 2024, at 10:00 AM, held remotely using Zoom Webinar.

User Name
Maya Allen
Andrew Pierre Saint
Eloise Young
Carolina Pena
Jackie Ball
David Bullock
Gary Lucas
Kylah Smith
Daren Jin
Sinoe Naji-Taylor
Robert Merkle
Sang Phouansouvanh
Meredith Boice
Latisha Krupincza
Isaac Singleton
Phu Phun
Francisco Angeles
Tina Taylor
Maya Dwanah
Jasmin Rakestraw
Elaine Thomas
Khalief Evans
Autumn Temple
SPRING GASS
Bella Victor
Hermione Daniel
Pierce Elliott
Jamier Hughes
Jasmine Williams
A Weiss
Alaysha Tracy
Karen Gardner Duncan
Nadirah Brown
Alma Jordan
Alisha Davis
Shania Smith
Jayden Parks
Christopher Yasiejko

PUBLIC ATTENDANCE SHEET
PHILADELPHIA LAND BANK BOARD OF DIRECTORS REGULAR MEETING
Tuesday, July 16, 2024, at 10:00 AM, held remotely using Zoom Webinar.

User Name
Rasheen Bethel
Jordan Parisse-Ferrarini
Robyn Savacool
Li Gao
Malik Carter
Anthony Bright Seamless Development
Jahdai Kilkenny
Trina Singleton
Kelly Riley
Keenan Riley
12673221298
12158435555
16125905030

PUBLIC COMMENTS SUBMITTED IN Q&A
PHILADELPHIA LAND BANK BOARD OF DIRECTORS REGULAR MEETING
 Tuesday, July 16, 2024, at 10:00 AM, held remotely using Zoom Webinar

#	Question	Asker Name	Answer
1	Earlier in the meeting, you mentioned unsolicited development proposals carrying you over- Can you elaborate on this? Additionally what is the difference between this and the competitive sales price?	Jayden Parks	Competitive sales such as a request for proposal (rfp) is designed by our office and posted publically. The code allows anyone to submit an application (unsolicited) for our review. If the application is qualified it moves forward in the approval process. Because the affordability level proposed meets the requirements for the Turn the Key program it is counted as a Turn the Project and towards the 1,000 housing units.
2	If you are rebuilding in the neighborhood with an open structure why would it not come completed with a finished basement considering the cost is in the high \$280 thousands	Elaine Thomas	Answered live
3	Can I Comment?	Juanda Myles	Not at this time on this item.
4	It's about the overall development of houses.	Juanda Myles	You can at the end of the of the agenda under new or old business.
5	How many voting members are required for quorum?	Adam Butler	A majority of the Board - 6 members. We have 9 here now.
6	Can anyone direct us to a web page or elsewhere where we could access the data listing the number of qualified people on the waiting list to buy a house through the Turn-the-Key program, the percentage of city workers who have purchased these homes, and demographic data such as the distribution of the buyers by race/ethnicity, and their former zip codes?	Timour Kamran	You can go to this website for overall information. https://phdcphila.org/residents-and-landlords/homebuyers-and-renters/turn-the-key/ Please refer to the Executive Director Report in the Board package which provides information. https://phdcphila.org/who-we-are/boards/philadelphia-land-bank-board/
7	Do you send out link to this recording?	Juanda Myles	When we have it it will be posted on the website.
8	I have another question	Adam Butler	

Exhibit A

Board Of Directors Meeting
07/16/2024

Page 1

CITY OF PHILADELPHIA
PHILADELPHIA LAND BANK

- - - - -

BOARD OF DIRECTORS MEETING

DATE: Tuesday, July 16, 2024

LOCATION: Zoom Teleconference

REPORTED BY: John Kelly, Court Reporter

BOARD MEMBERS: HERBERT WETZEL, Board Chair
NICHOLAS DEMA, Board Vice Chair
ANDREW GOODMAN, Board Secretary
REBECCA LOPEZ KRISS, Board Treasurer
MARIA GONZALEZ, Board Member
MICHAEL JOHNS, Board Member
MAJEEDAH RASHID, Board Member
CORNELIUS BROWN, Board Member
JENNIFER GREENBERG, Board Member
DARWIN BEAUVAIS, Board Member
KELVIN JEREMIAH, Board Member

ALSO PRESENT: ANDREA IMREDY SAAH, Esquire, Board Counsel
ANGEL RODRIGUEZ, Executive Director

Pages 1 through 129

Lexitas Legal Philadelphia
215-504-4622

Exhibit A

**Board Of Directors Meeting
07/16/2024**

<p align="center">AGENDA</p> <p align="right">Page 2</p> <table border="0"> <tr> <td></td> <td align="right">PAGE</td> </tr> <tr> <td>I. Roll Call</td> <td align="right">4</td> </tr> <tr> <td>II. Approval of Minutes of Meeting of June 11, 2024</td> <td align="right">5</td> </tr> <tr> <td>III. Executive Director's Report</td> <td align="right">5</td> </tr> <tr> <td>IV. Administrative Matters</td> <td></td> </tr> <tr> <td> A. Resolution Approving Board Committee Charters</td> <td align="right">18</td> </tr> <tr> <td>V. Property Dispositions</td> <td></td> </tr> <tr> <td> A. Development - Assemblage (Unsolicited)</td> <td align="right">33</td> </tr> <tr> <td> 5301, 5303 and 5305 Market Street</td> <td></td> </tr> <tr> <td> B. Development - Affordable Housing (Unsolicited)</td> <td></td> </tr> <tr> <td> 1. 3833 and 3915 Brown Street; 735 North DeKalb Street; 3605 Melon Street; 3517 Mount Vernon Street; 524 North 35th Street; 740 and 765 North 38th Street; and 839 N. 39th Street</td> <td align="right">37</td> </tr> <tr> <td> 2. 3914, 3917, 3927, 3935, 3936-38, 3937, 3940, 3946, and 3948 Pilsom Street</td> <td align="right">50</td> </tr> <tr> <td> 3. 3539 Aspen Street; 3624 Brown Street; 610, 612, and 614 North Shedwick Street; 3405, 3830, and 3832 Wallace Street; 682 North 33rd Street; and 620 North 35th Street</td> <td align="right">52</td> </tr> <tr> <td> 4. 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647 and 658 Union Street; 3903, 3905, 3907 and 3930 Wallace Street</td> <td align="right">57</td> </tr> <tr> <td> 5. 3607, 3830, and 3832 Melon Street; 3837, 3917, 3938, 3940, and 3944 Mount Vernon Street; and 612 Union Street</td> <td align="right">67</td> </tr> </table>		PAGE	I. Roll Call	4	II. Approval of Minutes of Meeting of June 11, 2024	5	III. Executive Director's Report	5	IV. Administrative Matters		A. Resolution Approving Board Committee Charters	18	V. Property Dispositions		A. Development - Assemblage (Unsolicited)	33	5301, 5303 and 5305 Market Street		B. Development - Affordable Housing (Unsolicited)		1. 3833 and 3915 Brown Street; 735 North DeKalb Street; 3605 Melon Street; 3517 Mount Vernon Street; 524 North 35th Street; 740 and 765 North 38th Street; and 839 N. 39th Street	37	2. 3914, 3917, 3927, 3935, 3936-38, 3937, 3940, 3946, and 3948 Pilsom Street	50	3. 3539 Aspen Street; 3624 Brown Street; 610, 612, and 614 North Shedwick Street; 3405, 3830, and 3832 Wallace Street; 682 North 33rd Street; and 620 North 35th Street	52	4. 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647 and 658 Union Street; 3903, 3905, 3907 and 3930 Wallace Street	57	5. 3607, 3830, and 3832 Melon Street; 3837, 3917, 3938, 3940, and 3944 Mount Vernon Street; and 612 Union Street	67	<p align="center">P R O C E E D I N G S</p> <p align="right">Page 4</p> <p>1</p> <p>2 CHAIR WETZEL: Good morning, everyone, and welcome</p> <p>3 to the July meeting of the Philadelphia Land Bank Board of</p> <p>4 Directors. Andrea, would you do a roll call?</p> <p>5 MS. SAAH: First I have to make the announcements,</p> <p>6 Mr. Chair.</p> <p>7 Today's Board meeting is being held via an</p> <p>8 authorized communication device and is being recorded.</p> <p>9 Questions and comments may be made using the Q&A function or</p> <p>10 by using the "raised hand" function.</p> <p>11 Also, if you are calling in and not using the Zoom</p> <p>12 webinar link, you can ask questions or make comments by</p> <p>13 pressing star 9 on your phone or using the "raised hand"</p> <p>14 function. Please do not use the chat. If any member of the</p> <p>15 public has any issues submitting questions or comments, you</p> <p>16 can send an email to andrea.saaah@phdc.phila.gov and that</p> <p>17 will be posted in the chat for everyone to see.</p> <p>18 Please note that all questions and comments</p> <p>19 received by email prior to this meeting or through the Q&A</p> <p>20 function during the meeting will be included in the minutes.</p> <p>21 All questions and comments prior to this meeting were shared</p> <p>22 with the Board.</p> <p>23 Also, prior to today's Public Session, the Board</p> <p>24 held an Executive Session during which Mr. Rodriguez</p>
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Exhibit A

**Board Of Directors Meeting
07/16/2024**

<p style="text-align: right;">Page 6</p> <p>1 MS. SAAH: Majeedah Rashid? 2 (No audible response.) 3 MS. SAAH: Herbert Wetzel? 4 CHAIR WETZEL: Present. 5 MS. SAAH: And I believe we'll still waiting for 6 Mr. Jeremiah to join us, but we will mark him as present 7 once he does. Thank you. We have a quorum and can proceed. 8 CHAIR WETZEL: The minutes of the meeting of June 9 11th have been circulated. May I get a motion for adoption 10 of the minutes? 11 MR. BEAUVAIS: So moved. 12 CHAIR WETZEL: Is there a second? 13 MS. GONZALEZ: I second. 14 CHAIR WETZEL: All in favor of adopting the 15 minutes of June 11, 2024, say aye. 16 (Chorus of ayes.) 17 CHAIR WETZEL: Opposed? 18 (No response.) 19 CHAIR WETZEL: Thank you so much. 20 Executive director's report? 21 MR. RODRIGUEZ: Good morning, Board Members and 22 public. Today I want to just go over the executive 23 director's report that was in the Board package that was 24 posted to the public.</p>	<p style="text-align: right;">Page 8</p> <p>1 approved by the Land Bank Board between fiscal year '23 and 2 '24 were 724 units. 3 Four hundred and sixty, which is 64 percent of 4 those units, are either complete or under construction. And 5 in fiscal year '23, the Land Bank settled 156 lots for 11 6 Turn the Key housing projects. They are all currently 7 either complete or under construction. 8 That produced 168 units. A hundred and six were 9 up to 80 percent or below, and 62 units were at 100 percent 10 or below AMI. 11 In fiscal year '24, which we just closed, the Land 12 Bank settled 277 lots for 15 housing projects. They are 13 currently under construction. They are producing 292 units. 14 A hundred and two of those units are 80 percent and below, 15 and 190 of those units are at 100 percent or below AMI. 16 A hundred and three homes have been completed. 17 We're approaching a milestone of 100 units or 100 homes that 18 have been sold to Turn the Key buyers. So the 62 homes is a 19 little dated. We just started selling a lot more. 20 Thirty-eight more homes are under agreement. 21 Forty-five of those homes were sold to City of Philadelphia 22 employees. I think it's important to note that while we 23 solicited to employees, it is not the vast majority of who 24 we're selling to. We're selling to Philadelphians and</p>
<p style="text-align: right;">Page 7</p> <p>1 First, I'll just go over the dispositions at the 2 close of the fiscal year June 30, 2024. In the fiscal year, 3 the Land Bank was able to dispose of -- I'm just going to 4 explain this a little bit differently. 5 There's a difference between Department of Record 6 parcels versus lots that are in the parcels. Sometimes they 7 are consolidated lots that have to be subdivided, so this 8 gets very technical. 9 But we disposed of 231 DOR parcels. That 10 correlates to what we would typically call a lot, 309. 11 Number of housing lots was 288, and we were able to yield 12 315 units of housing. 13 In that, we had from 30 to 50 percent of AMI, two 14 units of housing; from 60 to 90 percent of AMI, we had 100 15 of those units; between 100 and 120, 191; and then market 16 rate units, we had 22. Side yards, we were able to dispose 17 of 17. Unfortunately, we did not dispose of any gardens 18 this fiscal year, but we were able to dispose of three lots 19 for business expansion. 20 So I'll pause there if there's any questions. 21 (Pause.) 22 MR. RODRIGUEZ: So seeing none, just to provide an 23 update to the Board about the Turn the Key program, the 24 total number of Turn the Key housing units that have been</p>	<p style="text-align: right;">Page 9</p> <p>1 residents who need affordable housing. 2 We've encumbered \$6.4 million totally in Turn the 3 Key mortgages, and also a million dollars total for 4 PhillyFirst home grants. 5 The Turn the Key homebuyers, they are averaging 57 6 percent of AMI from the median income, and the average Turn 7 the Key mortgage is \$69,069. 8 What I would tell you, what I failed to put in 9 there is that the average mortgage rate, this is going back 10 from last year to this year, we've been averaging 6.7 11 percent in the interest rates on these. 12 So you're talking about monthly payments that are 13 anywhere from -- on average, we're hitting \$1,352 but going 14 down to as low as \$990 a month, which is cheaper than the 15 rent that we typically see in a lot of the neighborhoods. 16 Next I'd like -- any questions about that? 17 MS. GONZALEZ: So Angel, I have -- 18 MR. GOODMAN: Angel, just -- sorry, go ahead, 19 Maria. 20 MS. GONZALEZ: No, that's okay. I just have a 21 question. When you talk about the \$69,000 Turn the Key 22 mortgage, is that -- you're talking about the mortgage that 23 represents the subsidy, or is that mortgage the amount that 24 the buyer has to pay for as part of their monthly --</p>

Exhibit A

**Board Of Directors Meeting
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<p style="text-align: right;">Page 10</p> <p>1 MR. RODRIGUEZ: That's the subsidy. 2 MS. GONZALEZ: That's the subsidy? 3 MR. RODRIGUEZ: We offer it, depending on a 4 prorated basis. So in the Second District, you'll see that 5 we're targeting 80 percent of AMI, so the max sales price is 6 \$250,000. 7 Those buyers are not getting the full \$75,000. 8 They're getting \$65,000. And then in the Fifth District, 9 it's typically -- housing price is at \$280,000. They're 10 getting the full \$75,000. 11 So that's where you get the average award amount. 12 I should say, the Tum the Key mortgage average across the 13 board is \$69,000. 14 MS. GONZALEZ: Thank you. And also, you mentioned 15 that a good percentage of the buyers, their average median 16 income is around fifty-seven -- 17 MR. RODRIGUEZ: Percent of AMI. So that for a 18 single person is about \$48,000. 19 MS. GONZALEZ: Okay. I think it would be good to 20 get those numbers if it's possible. Thank you. 21 MR. RODRIGUEZ: Andrew, you had a question? 22 MR. GOODMAN: Yeah. Just for the first sentence 23 where it says, the total number approved is 724. I believe 24 at the beginning of Tum the Key, the goal was 1,000, so</p>	<p style="text-align: right;">Page 12</p> <p>1 which is the minority developer program, for non- 2 competitive, the Board approved Agile Development Group 3 which provided two units, 2929 North 13th Street; Benchmark 4 Construction, which is a mixed income project at 13th and 5 Bainbridge in second with 45 units; and then we have Fine 6 Print Construction, which is doing Beywatch at 44 units, the 7 Board approved. 8 And then we also have approved Joint Ventures. 9 3Square Developers, that's West Powelton Development 10 Corporation with Wilson-Drake Development in the Eighth 11 District, providing 12 units; 12 And then DMK partnered with Dawoud Bey and Fine 13 Print Construction. They were awarded two RFPs, the Greys 14 Ferry - Wharton RFP with 25 units, and then the Greys Ferry 15 - Wharton/Dover RFP with another 22 units; and then also 16 what you're seeing here today. 17 We have partnered with other groups across the 18 city. We have worked with the Collective; Black 19 Squirrel/Philly Rise, which we have two applications that 20 you'll see today; and then the BIA's Urban Developers 21 Association. 22 As I mentioned previously, this last group, the 23 UDA, we have five projects that are in the Third District. 24 This is a partnership where I'd say prime developers that</p>
<p style="text-align: right;">Page 11</p> <p>1 obviously assuming everything goes as planned, is it fair to 2 assume roughly three-quarters towards that goal? 3 MR. RODRIGUEZ: Yeah. We are three-quarters, I 4 think. We've slowed down in RFPs, so we do have some RFPs. 5 We posted an RFP in the Eighth District. That will be 6 coming to the Board in August. A lot of what's bridging the 7 gap are these unsolicited applications. 8 MR. GOODMAN: Thank you. 9 MR. RODRIGUEZ: Any other questions? 10 (No response.) 11 MR. RODRIGUEZ: So moving forward, I want to talk 12 about our minority developer program. So minority developer 13 program was started two years ago. PHDC and the Land Bank 14 partnering were targeting a hands-on business assistance 15 program for minority developers and contractors to promote 16 wealth creation and business growth, targeting black and 17 brown developers in the city. 18 The program offered a wide array of services where 19 there is 51 percent ownership by minority developers and 20 contractors. 21 We had two cohorts. We had a pilot program with 22 our first cohort which launched in January 2022, and then 23 our second cohort we launched in '23. 24 In terms of the summary of awards from our program</p>	<p style="text-align: right;">Page 13</p> <p>1 are in the BIA are mentoring black and brown developers to 2 assist them in getting to this point of being approved. 3 One thing I will tell you is what type of services 4 were provided. Todd Hestand will be presenting the 5 development portion of this. He was providing regular 6 communication and assistance to UDA and Black Squirrel, both 7 the administrators of those programs but also the 8 participants, reviewing applications to make sure that they 9 are compliant with the Code and with the standards and 10 addressing any kind of issues that would come about with 11 this approval process, a lot of one-on-one time with each 12 one. 13 And basically I just have to give kudos to Todd 14 who was there any time they had a problem or any issues or 15 were confused about anything. 16 So I'll leave it there. But the other thing I 17 would say, though, is as the Board knows, we require all 18 projects, before it comes to the Board, to present to the 19 community. 20 Shelbia Williams, who is our community engagement 21 specialist, she provides support at all these public 22 meetings, explaining the Tum the Key program. So she goes 23 there at the evening meetings to meet with the ROCs and 24 community members. So I want to give a shout-out to her as</p>

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<p style="text-align: right;">Page 14</p> <p>1 well. So, any questions on this issue? 2 (No response.) 3 CHAIR WETZEL: Hearing none, thank you, Angel. 4 Let's go to administrative matters. 5 MR. RODRIGUEZ: Administrative matters. Today we 6 are asking the Board, that is Item IV.A. -- 7 MR. GOODMAN: Wait. Sorry. There's still more on 8 the executive director's report. 9 CHAIR WETZEL: There is? 10 MR. RODRIGUEZ: The EOP. 11 CHAIR WETZEL: Oh, I'm sorry. Thank you. 12 MR. RODRIGUEZ: So one thing I did want to explain 13 to the Board and go over with the Board is, what are the 14 issues around the economic opportunity plan, just so that 15 whenever there is a city subsidy or city land, any 16 development over \$100,000 requires an EOP to be approved. 17 Gardens and open space and side yard dispositions 18 are exempt from this requirement. The EOP is set between 19 the approved developer and the Division of Housing and 20 Community Development. DHCD's monitoring and compliance 21 unit is responsible for oversight and compliance. 22 EOP percentages are based on the total development 23 costs, the number of the contracts issued to general 24 contractors, subcontractors, trades people, architects,</p>	<p style="text-align: right;">Page 16</p> <p>1 compliance unit will alert the Land Bank, at which time, 2 depending on the situation, the Land Bank may issue a stop 3 work order. 4 So what does that mean? So if you get to 15 5 percent complete of your project and you are at zero-zero in 6 your EOP, we will be alerted by the compliance unit. We 7 will have a meeting with the developer, and if need be we'll 8 issue a stop order for the developer so that they can come 9 up with a corrective action plan. But we won't allow them 10 to proceed. 11 Sometimes what you'll see is that they do not have 12 MBE or WBE contractors for say site work, but the majority 13 of their compliance will happen in say drywall or electrical 14 or interior work like framing or items like that. 15 Compliance unit shares the final achieved EOP 16 levels at Land Bank's request, but the Land Bank is not 17 authorized to report on those numbers. All requests of this 18 information must be directed to the compliance unit. 19 And I think, Andrea, I don't know if you want to 20 speak more to that issue. 21 MS. SAAH: No. It's pretty clear, we can 22 certainly request aggregate information in response to the 23 Board's request for that information, but we are not 24 authorized to divulge any individual contractor information.</p>
<p style="text-align: right;">Page 15</p> <p>1 engineers, material suppliers, and based on employees hired 2 to complete the development. 3 For employees, the compliance group also looks at 4 demographic information and residency. So there are 5 multiple areas that they're looking at. 6 So if you have a contractor, your supplier, say 7 you have a local supplier, is it a WBE, is it a MBE. Your 8 development team, are they MBE certified, WBE or DBE 9 certified, and then every other trade that goes through on 10 that, concrete, carpentry, electrical, and moves on down the 11 line. 12 Reports are due by the tenth day of every month 13 after construction starts. We always have a construction 14 kickoff meeting that is held for each development, at which 15 point the Land Bank staff, the compliance unit and the 16 developer meet. 17 The compliance unit reviews the reporting 18 requirements with the developer, and the Land Bank issues a 19 notice to proceed. 20 The compliance unit collects the required 21 information and issues a report to the developer, apprising 22 them of their status in achieving the agreed-upon goals. 23 Should the developer materially fall behind the 24 agreed-upon goals as determined by the compliance unit, the</p>	<p style="text-align: right;">Page 17</p> <p>1 That is the purview of DHCD and the office, that particular 2 office. 3 CHAIR WETZEL: Questions -- 4 MS. GONZALEZ: I just have a comment, yes, thank 5 you. I think that given -- I mean, that's great and thank 6 you for providing that information, Angel. 7 But I think that given the fact that a big part of 8 evaluating proposals for disposition of land really looks at 9 the MBE/WBE participation, I think it would be great for the 10 Land Bank to be able to get those reports more regularly, 11 just to make sure that, you know, as you're evaluating the 12 same developers that are coming for additional land 13 disposition, we, you know, we can look at if they were able 14 to meet the goals. 15 So I think there can be a way that that 16 information regularly comes back to the Land Bank to be able 17 to gauge where people, you know, are doing really good and 18 also if they're meeting their numbers. 19 MR. GOODMAN: I would echo that as well. I mean, 20 there's I think like an overall picture on the kind of, the 21 cumulative, you know, cumulative impact across all land 22 dispositions, but then there is the kind of, you know, 23 project specific or entity specific narrative that's super 24 helpful as well, and one that has been coming up in Board</p>

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<p style="text-align: right;">Page 18</p> <p>1 meetings for as long as I've been on it.</p> <p>2 So whether it has to come from us as a Board</p> <p>3 directly to DHCD, whatever the right mechanism is, we should</p> <p>4 figure out how to get that, you know, get some level of that</p> <p>5 information more consistently.</p> <p>6 CHAIR WETZEL: Andrew, are you suggesting like on</p> <p>7 an item by item basis that the history of that developer</p> <p>8 should be part of the information we know about?</p> <p>9 MR. GOODMAN: Yeah, I mean, it's probably one of</p> <p>10 the most frequently asked questions, you know, from all the</p> <p>11 development related, you know, disposition items since, you</p> <p>12 know, however long I've been on the Board now.</p> <p>13 So I can envision a way where at least a summary</p> <p>14 is included in, you know, in Board packets in the future.</p> <p>15 CHAIR WETZEL: I think that's a good idea.</p> <p>16 Another task for Policy and Planning.</p> <p>17 Any other questions?</p> <p>18 (No response.)</p> <p>19 CHAIR WETZEL: Let's move to administrative</p> <p>20 matters, please.</p> <p>21 MR. RODRIGUEZ: Administrative matters. Today</p> <p>22 we're asking the Board to authorize a resolution approving</p> <p>23 the Board committee charters.</p> <p>24 The charters define each committee, the</p>	<p style="text-align: right;">Page 20</p> <p>1 resolutions and then those will be brought to the full</p> <p>2 Board, so that we're in compliance with the Sunshine Act and</p> <p>3 the public can be privy to the issues that are being</p> <p>4 discussed and what the Board's thinking is.</p> <p>5 I did want to point out one thing, point out that</p> <p>6 there are probably some minor amendments that are going to</p> <p>7 be made to these committee charters as we go further, go</p> <p>8 through them further and see how they work in reality, but</p> <p>9 also to make sure that they are in compliance with the</p> <p>10 Philadelphia Code and the legislation, because we certainly</p> <p>11 cannot propose any changes that are in contravention to what</p> <p>12 has been approved by Council as well as the Mayor's</p> <p>13 executive orders. There will be future resolutions.</p> <p>14 CHAIR WETZEL: Thank you, Andrea.</p> <p>15 Are there any questions from the Board?</p> <p>16 MR. JEREMIAH: Yes, Herb.</p> <p>17 Andrea, are these the only two committees of the</p> <p>18 Land Bank Board currently if this is approved?</p> <p>19 MS. SAAH: No, there is --</p> <p>20 MR. JEREMIAH: What are the -- I'm sorry, go</p> <p>21 ahead.</p> <p>22 MS. SAAH: I'm sorry. There's a standing</p> <p>23 Nominating Committee, membership of which is set by the</p> <p>24 bylaws, and that handles the annual election process for</p>
<p style="text-align: right;">Page 19</p> <p>1 committee's role, structure, meeting frequency, its</p> <p>2 authority and responsibilities. Packages contain the</p> <p>3 language.</p> <p>4 Andrea, did you have an amendment to propose, or</p> <p>5 not?</p> <p>6 MS. SAAH: I wanted to point out two things. One</p> <p>7 is that the Land Bank Board has in the past created</p> <p>8 committees, standing committees, the Finance Committee, the</p> <p>9 Strategic Planning Committee and the Policy Committee.</p> <p>10 Also, under the bylaws, the treasurer of the Land</p> <p>11 Bank is the chair of the Finance Committee. So in this</p> <p>12 case, where we're proposing to combine the Policy and the</p> <p>13 Strategic Planning Committees into one, since the Land Bank</p> <p>14 is no longer the institution or the agency that is tasked</p> <p>15 with preparing a strategic plan under the legislation but it</p> <p>16 is now the Department of Planning and Development, and of</p> <p>17 course the Land Bank contributes to that, but it's less of a</p> <p>18 heavy lift than it used to be for the Land Bank.</p> <p>19 And then the other thing is that we wanted to lay</p> <p>20 out what are the areas of action that the -- not action, but</p> <p>21 review the areas that are under the committee's purview.</p> <p>22 A committee cannot have more than five members,</p> <p>23 and also it cannot make any recommendations or decisions.</p> <p>24 It will simply be discussing a variety of issues and</p>	<p style="text-align: right;">Page 21</p> <p>1 officers as well as the 11th member.</p> <p>2 We do not have an Audit Committee because the</p> <p>3 audit is performed as -- the Land Bank's books are audited</p> <p>4 as part of PHDC's audit which it does every year, because</p> <p>5 our budget is part of PHDC's budget, and so that is --</p> <p>6 MR. JEREMIAH: Right, right --</p> <p>7 MS. SAAH: -- by PHDC.</p> <p>8 MR. RODRIGUEZ: I just want to clarify that. So</p> <p>9 PHDC and the Land Bank Board have an MOU where the PHDC is</p> <p>10 providing that service in terms of identifying the auditor,</p> <p>11 issuing an RFQ for the auditor.</p> <p>12 There are separate audits for the Land Bank, for</p> <p>13 PRA and for PHDC, so the Land Bank does get a separate</p> <p>14 audit. That audit is reviewed at the Finance Committee.</p> <p>15 So the treasurer and the Finance Committee, they</p> <p>16 have several things that happen. There's a budget versus</p> <p>17 actual, so what expenditures to date are presented to that</p> <p>18 meeting. Also, typically, acquisitions are reviewed in the</p> <p>19 meeting, the Finance Committee meeting.</p> <p>20 And then review of the audit occurs at the budget</p> <p>21 meeting, at the Finance Committee meeting. And then it's</p> <p>22 presented for approval by the full Board.</p> <p>23 So I just want to be really clear as to what that</p> <p>24 is. While PHDC is engaging the auditor, the auditor is</p>

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<p style="text-align: right;">Page 22</p> <p>1 still providing the Land Bank the service directly and does 2 present to the Board directly.</p> <p>3 MS. SAAH: Thanks for that clarification, yes. I 4 didn't want to have --</p> <p>5 (Pause.)</p> <p>6 CHAIR WETZEL: Are there any more questions of the 7 Board?</p> <p>8 MS. LOPEZ KRISS: I just wanted to put it on the 9 public record a little bit about what you were thinking on 10 some of these, Herb.</p> <p>11 For example -- I'm looking at my notes here -- 12 review and discuss the long-term financial plan for the 13 Philadelphia Land Bank. Can you talk more about what you 14 meant here?</p> <p>15 CHAIR WETZEL: Yeah. I think what we're talking 16 about is, and I understand that this is a year-to-year 17 budget because it's an appropriation from the City of 18 Philadelphia, but there are things in the future -- I mean, 19 one of the issues that's really problematic is insuring 20 properties, for example, and should we be thinking 21 differently about how much land we keep in the Land Bank 22 versus keeping it in the city's inventory, for example, 23 where the city is self-insured and that the premiums that we 24 pay, it's not getting any better over time.</p>	<p style="text-align: right;">Page 24</p> <p>1 volume of properties that we've been trying to acquire at 2 sheriff's sale, we've spent close to a quarter of a million 3 to \$400,000 in a quarter, and the Board has to review that 4 and approve it.</p> <p>5 MS. LOPEZ KRISS: My only concern with that 6 particular line is that I originally read it and took it a 7 completely different way, so I don't know if it's possible 8 -- I mean, Andrea, we can talk about like in amendments, 9 make just a little bit more clear that we're talking about 10 overall acquisitions or an overall budget for acquisitions 11 rather than thinking about individual property acquisition 12 costs.</p> <p>13 CHAIR WETZEL: Are there any more questions from 14 the Board?</p> <p>15 (Pause.)</p> <p>16 CHAIR WETZEL: Hearing none, Andrea --</p> <p>17 MS. LOPEZ KRISS: I have one more.</p> <p>18 CHAIR WETZEL: Go ahead.</p> <p>19 MS. LOPEZ KRISS: Okay, so the review and discuss 20 financial aspects of major proposed transactions, new 21 programs and services as well as proposals to discontinue 22 programs and services for Board action as appropriate.</p> <p>23 I'd love to understand how you define major 24 proposed transactions. In some ways, this gets a little</p>
<p style="text-align: right;">Page 23</p> <p>1 So we need to understand sort of what -- the fact 2 that we hold land and we continue to hold land is a cost 3 that is not going down in terms of insuring that land and 4 protecting the entity and the Board. That's an example to 5 me of thinking long range.</p> <p>6 MS. LOPEZ KRISS: The review and discuss proposed 7 expenditures for acquisitions at sheriff sales, I am 8 assuming that you mean overall generally, not parcel by 9 parcel.</p> <p>10 CHAIR WETZEL: That's correct, making sure we have 11 the budgetary authority to go ahead and proceed.</p> <p>12 MR. RODRIGUEZ: So, I can provide some background 13 for it, because typically what happens in the Finance 14 Committee is, we would look at, what's the inventory coming 15 to sheriff's sale from different servicers in advance.</p> <p>16 We would propose spending authority for a quarter, 17 for a three month time period. We would present that to the 18 Finance Committee, explaining what the use and purpose is, 19 where the acquisition would be by council district, and the 20 Finance Committee would review that.</p> <p>21 And then we would present it to the full Board for 22 just authority to expend those dollars to acquire. The 23 Board has to approve any expenditure over \$75,000.</p> <p>24 So typically in the past, depending upon the</p>	<p style="text-align: right;">Page 25</p> <p>1 micromanage-y, and I would think that this type of 2 discussion would be something that would occur with the full 3 Board rather than just the committee.</p> <p>4 MR. RODRIGUEZ: I can give you an example. So 5 typically the Land Bank buys vacant land, not structures, 6 because of the liable issues surrounding that.</p> <p>7 We have in the past, where there have been 8 significant situations -- one more most significant one 9 would be where the PRA, the Gemantown Settlement 10 properties, the PRA had mortgages and they were in court to 11 foreclose on those properties and take them back from 12 Gemantown Settlement.</p> <p>13 And there was one property, one Lena Street 14 property, was a multi-family property. They had issues 15 finding appropriate documentation to pursue it through 16 courts for a mortgage foreclosure.</p> <p>17 The Land Bank then used its priority bid to go to 18 the sheriff's sale to acquire that property. But what we 19 had structured was to acquire the property and then have the 20 PRA enter into an agreement to be the property manager and 21 indemnify the Land Bank, and then expedite the transfer from 22 the Land Bank to PRA.</p> <p>23 That was presented in the Finance Committee. We 24 also went over the expenditure because acquiring that</p>

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<p style="text-align: right;">Page 26</p> <p>1 building was an unusual cost. It cost us somewhere around 2 \$150,000, and it was a one-off. 3 On average, we spend about \$8,000 to \$12,000 per 4 parcel in acquiring it, so it definitely was an anomaly. 5 There was a lot of layered procedures that we had to do and 6 we vetted it in the Finance Committee and then presented 7 that to the full Board. 8 But those are examples. There are other 9 situations, and I know Kelvin knows about it, that we've had 10 other conversations offline, how does the Land Bank exercise 11 its priority bid to assist other hot spots throughout the 12 city to acquire things that -- it makes it just easier 13 because you get a clean deed. 14 Those things, we'll work it out, present it to the 15 Finance Committee and then to the full Board. 16 MS. LOPEZ KRISS: Angel, that's a great example. 17 I think it would be helpful if we -- I don't know. I don't 18 know if there's a way to define major developments or 19 something like that, but I feel -- 20 MR. RODRIGUEZ: Bylaws I think state anything over 21 \$75,000. 22 MR. JEREMIAH: I think, Rebecca, perhaps focusing 23 on the dollar thresholds might be a helpful way in defining 24 it, because Angel is actually spot on with that explanation.</p>	<p style="text-align: right;">Page 28</p> <p>1 us but, you know, Revenue, and how we were going to like 2 allocate the money and where it came from. 3 MS. LOPEZ KRISS: Thank you. I just wanted to 4 make sure that some of these provisions were sort of 5 discussed publicly. Herb and I had a little bit of a 6 conversation about it. 7 Herb, thank you so much for putting it all 8 together. I think it's helpful moving forward to have 9 charters. 10 CHAIR WETZEL: Yeah, I think what we want to do is 11 provide a broad range of purview for the committee. Whether 12 or not the committee ever does some of these things depends 13 on circumstances as Angel just described. And thank you for 14 your comments, Rebecca. 15 Are there any more Board comments? 16 (No response.) 17 CHAIR WETZEL: If not, Andrea, were there any 18 public comments? 19 MR. RODRIGUEZ: No written submissions, but we do 20 have a hand up. We have Jihad Ali with a hand up. 21 MR. ALI: Good morning, members of the Board, Mr. 22 Chairman, members of the Board. I just wanted to back up to 23 something that the counsel Andrea said when you were 24 describing what you and Rebecca just talked about.</p>
<p style="text-align: right;">Page 27</p> <p>1 And we often use the Land Bank Board for that very 2 purpose, ultimately to get the clean titles that we wouldn't 3 otherwise be able to get without expending substantial 4 amount of money going through various regulatory processes. 5 CHAIR WETZEL: I'd like -- 6 MR. GOODMAN: I don't read the charters as -- 7 sorry, Mr. Chair -- I don't read the charter drafts as like, 8 as being decision making entities, right. It's just kind of 9 additional forums for consideration. In fact, we'd be 10 expressly prohibited from making any decisions in 11 committees, so everything would still go through the Board 12 and overarching legislation and all that would still, you 13 know, would still be -- 14 MR. JEREMIAH: All of the parts -- 15 MR. GOODMAN: -- the ultimate -- yeah. 16 MR. RODRIGUEZ: I think the real issue is to look 17 at, you know, like the example I gave you is an anomaly 18 because it did cut into our allocation for the year, so it 19 also teed up a conversation about a mid-year transfer 20 ordinance because we were expending so much money, or you 21 know, the conversation was, PRA had to, you know, cover the 22 cost and buy the property for the cost we put out for the 23 priority bid. 24 So all of that had to be negotiated, not just with</p>	<p style="text-align: right;">Page 29</p> <p>1 You said you wanted to make sure that you didn't 2 pass anything that was not in compliance with the existing 3 rules and regulations of City Council. 4 And in the piece that Mr. Rodriguez talked about 5 economic opportunity oversight, I guess there should be an 6 end in that. It should be, economic oversight plan 7 committee. There should be a committee. 8 But in that piece, he talks about, the EOP plan is 9 set between approved developer and Division of Housing 10 Community Development. 11 I would like to know if that is in the spirit and 12 in fact in spirit with the law in that the city and City 13 Council have designated the Office of Economic Development 14 to be the overseer of all these issues concerning 15 contractors. 16 And then furthermore, you talk about, in the 17 bottom of that piece, you said, but the Land Bank is not 18 authorized to report these numbers. 19 Counselor, Ms. Andrea, is the Land Bank a Right- 20 to-know agency, they have to comply with the Right-to-know, 21 and are you, should comply with the Sunshine law, and if so, 22 how is that in compliance with the Right-to-know if you are 23 already exempting yourself from reporting numbers to the 24 public?</p>

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<p style="text-align: right;">Page 30</p> <p>1 CHAIR WETZEL: Mr. Ali, just real quickly, the 2 comments were to be associated with the committee charters 3 that's on the table. But please, Andrea or Angel, answer 4 this question.</p> <p>5 MR. RODRIGUEZ: So the first question I'll answer. 6 The Division of Housing and Community Development is a 7 division of Labor.</p> <p>8 The Office of Economic Opportunity, which is 9 housed in the Commerce Department, has the ultimate 10 responsibility to report and aggregate the information for 11 the city.</p> <p>12 They have determined that certain projects, the 13 responsibility to provide oversight is at the Division of 14 Housing and Community Development, such as LIHTC projects or 15 new market tax credit projects or projects where they have a 16 certain amount of subsidy, say housing trust fund dollars 17 and those items.</p> <p>18 Because there are a series of agreements between 19 DHCD, PHDC, the Land Bank and PRA, that compliance unit is 20 supposed to provide that service that they've been chartered 21 by the OBO to do for our department.</p> <p>22 So that's how that goes. But officially it's OBO, 23 they grant that authority to DHCD, their monitoring and 24 compliance unit and they answer to Commerce, and then they</p>	<p style="text-align: right;">Page 32</p> <p>1 So specifically, I can't speak to EOP goals and 2 targets. That would be a case-by-case examination, if we 3 were to have those records in the first place.</p> <p>4 CHAIR WETZEL: So let me just say this. The 5 information that you're speaking to, Mr. Ali, is held -- 6 correct me if I'm wrong -- in a unit within the Department 7 of Commerce. Is that correct, Angel or Andrea?</p> <p>8 MR. RODRIGUEZ: Yes.</p> <p>9 CHAIR WETZEL: Okay. So a Right-to-Know request 10 to them is the appropriate place to make the request. And 11 I'd like to move on.</p> <p>12 MS. LOPEZ KRISS: One quick word is, OEO, Office 13 of Economic Opportunity, does publish an annual report that 14 should be available publicly on Commerce's web site or 15 totally requested, able to be requested.</p> <p>16 CHAIR WETZEL: Thank you, Rebecca.</p> <p>17 Just a reminder to those who want to speak, when 18 you're called on, it's to speak on the particular resolution 19 that's before the Board.</p> <p>20 Are there any other public comments on the 21 proposed committee charters for the Land Bank?</p> <p>22 (No response.)</p> <p>23 CHAIR WETZEL: Hearing none, may I get a motion to 24 adopt?</p>
<p style="text-align: right;">Page 31</p> <p>1 provide the service to PHDC, the Land Bank and PRA.</p> <p>2 I hope that answered that question. Now, Andrea, 3 I think you can answer the question about Sunshine.</p> <p>4 MS. SAAH: Yes. So I just wanted to point out 5 that we receive confirmation from the compliance office that 6 a developer has met their targets, their goals, that is 7 required in order for us to issue a certificate of 8 completion without which the developer cannot sell any 9 units.</p> <p>10 So we receive that confirmation. We don't receive 11 individual reports about how each developer has met the 12 goals or what percentages they've achieved.</p> <p>13 So what is recorded is under the purview of that 14 compliance unit, not the Land Bank. And without 15 authorization, my job is to keep the Land Bank in compliance 16 with other city agencies' requirements for information 17 release.</p> <p>18 We can't release information that we don't have, 19 number one, and secondly, even if it is sent to us, we would 20 need to obtain the compliance unit's permission in order to 21 publicly release that information.</p> <p>22 Furthermore, Mr. Ali, there are various exceptions 23 and exemptions under the Right-to-Know law for work product 24 and other kinds of information.</p>	<p style="text-align: right;">Page 33</p> <p>1 MR. JEREMIAH: So moved.</p> <p>2 CHAIR WETZEL: Thank you. May I get a second?</p> <p>3 MS. LOPEZ KRISS: Second.</p> <p>4 CHAIR WETZEL: Motion has been made and seconded 5 to adopt the resolution establishing two committees for the 6 Land Bank Board. All those in favor of the motion and the 7 resolution, say aye.</p> <p>8 (Chorus of ayes.)</p> <p>9 CHAIR WETZEL: Opposed?</p> <p>10 (No response.)</p> <p>11 CHAIR WETZEL: Resolution passes. Next item.</p> <p>12 MR. RODRIGUEZ: The next item for the Board's 13 consideration is property dispositions. This is an 14 assemblage, an unsolicited assemblage.</p> <p>15 Today we are asking the Board to authorize the 16 property below for disposition to Kifleye, LLC, the owner of 17 5301, 5303 and 5305 Market Street in the Third Councilmanic 18 District. They propose to develop a mixed use apartment 19 building containing four ground-floor retail spaces and 20 twelve market-rate apartments on the two upper floors.</p> <p>21 The application was unsolicited and evaluated 22 pursuant to the disposition policy. An EOP plan would apply 23 for this project. The property they wish to acquire is 5307 24 Market Street, currently held by the City of Philadelphia.</p>

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<p style="text-align: right;">Page 34</p> <p>1 Now, in this situation, typically they have to pay 2 market rate. The appraised value of the parcel in question 3 is \$75,000, the market rate appraised value. 4 Also, I would like to propose an amendment to the 5 fact sheet correcting a mistake that put it in there as 51 6 percent. It should be listing as an assemblage. Sorry. 7 CHAIR WETZEL: Are there any questions from the 8 Board? 9 MR. JOHNS: I don't have a question, just a 10 comment. I don't know how we do this, but you know, the 11 plans don't match the rendering. The block doesn't match 12 the block that it's on. 13 I don't know how we address those issues, but they 14 need to be addressed, because we're just getting information 15 that's incorrect. 16 CHAIR WETZEL: Are there any other questions from 17 the Board? 18 MR. JEREMIAH: Angel, how is the property 19 currently being used? 20 MR. RODRIGUEZ: Vacant lot. There were 21 structures. The owner demo'd it. 22 MR. JEREMIAH: Got you, got you. 23 CHAIR WETZEL: This is a case where the developer 24 owns three adjoining lots next to this one.</p>	<p style="text-align: right;">Page 36</p> <p>1 will contribute to economic development and housing 2 availability and enhance the overall quality of life, and 3 they urge the Board to approve the application. And this 4 will be attached to the minutes. 5 CHAIR WETZEL: Are there any comments from the 6 public? 7 (No response.) 8 CHAIR WETZEL: Hearing none, may I get a motion to 9 adopt? 10 MR. JEREMIAH: So moved. 11 CHAIR WETZEL: May I get a second? 12 VICE CHAIR DEMA: Second. 13 CHAIR WETZEL: Motion has been made and properly 14 seconded to adopt this resolution. We'll call the vote. 15 All in favor, say aye. 16 (Chorus of ayes.) 17 CHAIR WETZEL: All opposed? 18 MR. GOODMAN: Mr. Chair, I abstain. 19 CHAIR WETZEL: Thank you, sir. 20 MS. SAAH: Can I just clarify that the Board has 21 passed a policy to not allow abstentions -- (inaudible) -- 22 and that's a separate issue, because of a potential conflict 23 of interest. 24 MR. GOODMAN: I have no conflict, so I'll just</p>
<p style="text-align: right;">Page 35</p> <p>1 MR. RODRIGUEZ: On either side of the property. 2 MR. JEREMIAH: Right. 3 MS. SAAH: Actually, if I can clarify, the 4 applicant owns 5301, 5302, and 5303, and 5305 Market Street. 5 So this is the last lot in that large vacant lot. 6 MR. RODRIGUEZ: Sorry. 7 MS. SAAH: It's okay, it's hard to tell from the 8 map. 9 CHAIR WETZEL: Any more questions from the Board? 10 MR. JEREMIAH: And lastly, does the disposition, 11 does the Land Bank disposition policy, Angel, require 12 councilmanic support? 13 MR. RODRIGUEZ: It does not require it, no. 14 MR. JEREMIAH: Okay. 15 CHAIR WETZEL: Andrea, are there any comments from 16 the public, written? 17 MS. SAAH: Yes. There was one letter received 18 from HMC Squared Community Association which is the 19 neighborhood RCO, and Eloise Young, who is the RCO 20 facilitator for that RCO, wrote a letter expressing their 21 strong support for this project. 22 They believe that it will help to revitalize, is a 23 significant commitment to the revitalization of the 24 community, that both the residential and commercial units</p>	<p style="text-align: right;">Page 37</p> <p>1 vote nay then. 2 CHAIR WETZEL: Okay. Thank you. Next resolution. 3 MR. GOODMAN: Mr. Chairman, I'll be recusing 4 myself for the next series, so I'll go off audio and video. 5 CHAIR WETZEL: Thank you, sir. 6 MR. RODRIGUEZ: I'd like to introduce Todd 7 Hestand. He's a senior development specialist who's worked 8 closely with all of the UDA and Black Squirrel developers, 9 and he'll be presenting the projects moving forward. 10 Go ahead, Todd. 11 MR. HESTAND: Thank you, Angel, and I do want to 12 express gratitude to you, the PHDC staff, Councilwoman 13 Gauthier, Mr. Goodman, the UDA executive team as well as the 14 Mantua Civic Association for all the work that they've done 15 to support the next five proposals. 16 So given that, for agenda item V.B.1, Today we're 17 asking the Board to authorize the properties below for 18 disposition to ELA Holdings LLC to develop nine 19 single-family homeownership units in the Third Councilmanic 20 District. The units will each be two stories, with an 21 unfinished basement, containing three bedrooms and two 22 bathrooms at approximately 1,100 square feet each. They 23 will be sold to households with incomes at or below 100 24 percent of AMI for a maximum sales price of \$280,000. The</p>

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<p style="text-align: right;">Page 38</p> <p>1 homes will be eligible for the Neighborhood Preservation 2 Initiative's Turn the Key Program and will be subject to a 3 Declaration of Restrictive Covenants. The application was 4 unsolicited and evaluated pursuant to the disposition 5 policy. An BOP plan will apply to this project. 6 The parcels involved are as follows: 3833 and 7 3915 Brown Street; 735 North DeKalb Street; 3605 Melco 8 Street; 3517 Mount Vernon Street; 524 North 35th Street; 740 9 and 765 North 38th Street; and 839 N. 39th Street. Thank 10 you. 11 CHAIR WETZEL: Are there any questions from the 12 Board? 13 MR. JOHNS: I raise the same concerns that I've 14 raised before related to the units being a one size fits all 15 everywhere, and I don't think necessarily that should be the 16 case, and the fact that in a lot of cases, they don't meet 17 sort of contextual requirements for the neighborhood. But I 18 am in full support of the program. 19 CHAIR WETZEL: Are there any questions from the 20 Board? 21 MS. GONZALEZ: So I just have a question. Real 22 quickly, Todd, can you speak to how this development fits 23 within the context of the neighborhood? 24 MR. HESTAND: The UDA executive team worked with</p>	<p style="text-align: right;">Page 40</p> <p>1 It's the same exact layout. It's the same exact plan. 2 I'm concerned that the third bedroom doesn't have 3 a closet. I know the Code doesn't require it, but, you 4 know, so those are the same concerns I raise and I think we 5 had some discussions in executive session. We may be able 6 to sort of address those issues going forward. 7 CHAIR WETZEL: Thank you, Michael. 8 Any more comments from the Board? 9 MR. JEREMIAH: Yes, Mr. Chairman. I do want to 10 share in Michael's comments. I want to be able to also say 11 that obviously I think there is a willingness of this Board, 12 certainly on my part, to encourage minority participation, 13 minority developers, and frankly to add to the affordable 14 homeownership housing stock in the city, and that does that. 15 I will also say that I think we have a 16 responsibility to ensure, as Michael suggested, that what is 17 being built is consistent with what exists in the 18 neighborhood, and I think that's part of the responsibility 19 that we should be sharing with folks who are coming and 20 asking for public properties. 21 And then lastly, Mr. Chairman, again, I want to 22 share for the record some of the uneasiness around the 23 unsolicitation. I understand in this context, though, the 24 work that Angel and his team has done in ensuring the due</p>
<p style="text-align: right;">Page 39</p> <p>1 Councilwoman Gauthier's office and their staff to look at 2 all of the architectural plans, looked at the context of the 3 neighborhood in terms of block by block where each parcel is 4 available. 5 And when there was any conflict or obvious 6 discrepancy, those parcels were removed from this list or 7 replaced from this list. So that's how they looked at the 8 architectural plans on a street-by-street basis. 9 We also encouraged all of the developers 10 associated with the UDA cohort to go and look at the parcels 11 in those neighborhoods block by block, both during the 12 daytime and at nighttime to see what the context of the 13 community was and how well their proposal fit within those 14 neighborhoods. 15 MS. GONZALEZ: Thank you. 16 MR. JOHNS: I hear what you say, and I don't want 17 to get into sort of a back and forth, but we don't have 18 pictures of every site, right? We don't have the context of 19 every block so there's no way that we could say that that's, 20 you know, factual other than taking your word, and I'm fine 21 with that. 22 My concern is the same concern that I've had 23 overall. We see the same plans on a number, we're going to 24 see them this afternoon, today, on a number of the projects.</p>	<p style="text-align: right;">Page 41</p> <p>1 diligence and ensuring the appropriateness of the 2 disposition, but it would be good to have some visibility 3 around that, ensuring transparency around that. 4 So those are my comments, but I am supportive of 5 the idea of bring additional units to the city where it's 6 badly needed, in my view. 7 CHAIR WETZEL: Thank you, Kelvin, and Kelvin, 8 Michael and others, one of the things I'm going to task the 9 new Policy and Planning Committee with is hashing out these 10 particular issues in terms of context and unit size. 11 We're going to find out what we can and can't do 12 regarding that. So thank you both for your comments. I 13 appreciate it. 14 Are there any other questions from the Board? 15 (No response.) 16 CHAIR WETZEL: Andrea, are there written comments 17 submitted on this item? 18 MS. SAAH: So Councilwoman Gauthier for the Third 19 Council District submitted a letter that supports actually 20 all five projects, minority developer projects that are 21 before the Board today. I'm just going to read it once. 22 Dear Executive Director Rodriguez, I am writing to 23 express my support for the five homeownership proposals in 24 the Mantua Section of the Third Council District that is</p>

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<p style="text-align: right;">Page 42</p> <p>1 being considered by the Land Bank Board of Directors at this 2 month's meeting.</p> <p>3 Mantua is a community that has been overrun by 4 multi-family new construction in recent years, given its 5 proximity to Drexel University.</p> <p>6 Neighbors are clamoring for more single-family 7 homeownership development, and proposals like this are one 8 way we can answer that call.</p> <p>9 I see these proposals as one way that dispositions 10 of city controlled land can achieve multiple benefits at 11 once. These projects respond to a neighborhood need. They 12 prioritize black and brown equity and ownership, and they 13 improve by engaging community members well before it was 14 required of them to do so. Other interested applicants 15 should take note.</p> <p>16 Those the maximum sales price is not on its 17 "affordable" for many, thanks to Turn the Key soft second 18 mortgages, these proposals can generate a majority of those 19 homes sold below \$200,000.</p> <p>20 These are uniquely accessible housing and wealth 21 generation opportunities in this part of my district that 22 very much wants it, and it's for this reason that I support 23 this proposal. Thank you for your consideration.</p> <p>24 Sincerely, Jamie R. Gauthier, Council Member, Third District.</p>	<p style="text-align: right;">Page 44</p> <p>1 Fumd, who is strongly supporting BLA Holdings' application 2 in the Third District.</p> <p>3 They are mission focused on providing the but-for 4 financing for constructing affordable homes for Philadelphia 5 residents built by small black and brown owned development 6 firms as well as non-profits.</p> <p>7 They have submitted a letter of interest for a 8 portion of the project financing and he's writing to 9 reinforce their strong support for the construction of new 10 quality housing that's eligible for Turn the Key and the 11 interest forgivable second mortgage on each new three 12 bedroom home.</p> <p>13 Lastly, Mantua Civic Association sent a letter 14 wholeheartedly supporting the proposal and urging the Board 15 to grant the necessary approvals to facilitate its timely 16 implementation.</p> <p>17 They look forward to seeing the positive 18 transformation this development would bring to their 19 community. And that is De'Wayne Drummond of the Mantua 20 Civic Association. Thank you.</p> <p>21 CHAIR WETZEL: Thank you, Andrea. Are there any 22 comments from the public?</p> <p>23 MR. RODRIGUEZ: We have a hand raised from 24 Mohammed Rushdy.</p>
<p style="text-align: right;">Page 43</p> <p>1 Then we have a letter from Rick Young, one of the 2 founders of Urban Developers Association, expressing his 3 strong support for BLA Holdings, LLC and their proposal to 4 develop nine homes.</p> <p>5 He is very excited about the project as it holds 6 the promise of delivering multiple positive impacts to the 7 community.</p> <p>8 It will empower and uplift developers of color who 9 possess an intimate understanding of their neighborhoods. 10 It also aims to address the longstanding lack of diversity 11 within the traditionally white dominated field, creating a 12 more inclusive and equitable environment for all.</p> <p>13 It also seeks to foster the growth of wealth 14 within the community by promoting affordable homeownership, 15 thereby generating a ripple effect of prosperity.</p> <p>16 It is a remarkable opportunity, and he hopes that 17 the Board will approve this project and strongly supports 18 it.</p> <p>19 I should point out that he has also written 20 multiple letters, as have many of the other letter writers, 21 in support of all these projects, so I will just mention the 22 name with future projects and not read the letter.</p> <p>23 We have BLA holdings, a letter from David 24 Langlieb, executive director of the Philadelphia Accelerator</p>	<p style="text-align: right;">Page 45</p> <p>1 MR. RUSHDY: Thank you, Angel. Thank you, Mr. 2 Chair and everyone. I just wanted to just briefly -- I know 3 I comment every Land Bank Board meeting, but this one is 4 close to heart because it's the UDA.</p> <p>5 And you know, to get to that point, I just wanted 6 to thank Angel Rodriguez and Todd so much for the Land Bank 7 for really working.</p> <p>8 It's not easy when you're dealing with properties 9 and dealing with, you know, deed issues and replacing, you 10 know, lots with other lots and, you know, getting the 11 Accelerator Fumd.</p> <p>12 I just wanted to thank the city because the city 13 has given the Accelerator Fumd, you know, money to make this 14 happen, Councilwoman Jamie Gauthier and really being a great 15 liaison between the community and between UDA and getting 16 this done.</p> <p>17 And you know, last but not least, BIA that has 18 just, you know, Michael Tomasetti and Max Frankel, Zach 19 Frankel, you know, everyone that you have seen as the usual 20 suspects have been part of this and part of the training and 21 making sure that the banks, you know, fall in line in 22 getting the financing for senior debt.</p> <p>23 Again, look at these five applications. That's 24 \$15 million worth of affordable housing that we've leveraged</p>

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<p style="text-align: right;">Page 46</p> <p>1 relationships to make sure that we get the right financing 2 and people get the right training to get that access. 3 So I just wanted to thank everyone. This is a 4 positive day, I think, for all of us and for the city as a 5 whole. Thank you so much. 6 CHAIR WETZEL: Thank you. Are there any other 7 public comments? 8 MR. RODRIGUEZ: We have David Langlieb from the 9 Accelerator Fund. 10 CHAIR WETZEL: Go ahead, David. 11 MR. LANGLIEB: Good morning, and thank you. I 12 just wanted to reaffirm what Mo just said. I'm Dave 13 Langlieb with the Philadelphia Accelerator Fund and I wanted 14 to express both my strong support for BIA as well as all the 15 dispositions before the Land Bank today from UDA and Black 16 Squirrel participants. 17 We've long been supportive of the construction of 18 new affordable for-sale housing via Tum the Key. You'll 19 see several LOIs that we've submitted. 20 We're very appreciative of the capital that we've 21 been able to raise in partnership with the city. As 22 Executive Director Rodriguez detailed earlier, under Tum 23 the Key, the city effectively buys down up to \$75,000 the 24 purchase price for homebuyers who qualify.</p>	<p style="text-align: right;">Page 48</p> <p>1 program. I support, you know, what they're trying to do 2 because as somebody said, it's not -- but for your 3 financing, all those black and brown people would not 4 participate. 5 I do want to give a shout-out to Mo Rushdy because 6 of all those other developers, and I don't even think you 7 are even aware of the Board how many developers you've had, 8 major, majority developers. I count it as 13. 9 But Mr. Mo Rushdy has been the only one that has 10 reached outside to other groups, because I think what's 11 missing is transparency, because I don't even know who 12 they're talking about. 13 Are you talking about the collective, Blacks For 14 All, BIA, or the MDA program? I think if we could have some 15 clarity on where these developers are from, because when you 16 start mixing everything like that, we're all thinking, 17 saying the same thing. 18 And I'm not clear exactly how many people came out 19 cohort of one and two of the MDA that are participating 20 versus BIA's and UDA program, the collective, and Black 21 Squirrel. 22 So I just want a little more transparency on that. 23 And as I pointed out, have been historically pointing out, I 24 think we need some accountability on these construction</p>
<p style="text-align: right;">Page 47</p> <p>1 And this subsidy keeps the project economically 2 viable for developer while significantly reducing the home 3 price for the buyer. 4 As we all know, West Philadelphia in general and 5 Mantua in particular have a deep need for quality affordable 6 housing, and so we're proud to lend our support to the 7 construction of these units as well as the several projects 8 before the Land Bank today. Thank you. 9 CHAIR WETZEL: Thank you, Dave. 10 MR. RODRIGUEZ: We have Jihad Ali. 11 CHAIR WETZEL: Go ahead, Jihad. 12 MR. ALI: Hello, Mr. Chairman. You know, I do 13 feel kind of slight -- I feel like, you know, I'm being, my 14 voice is being quieted, attempted to be quieted, and I 15 really take offense to that. 16 I think that this issue, as I pointed out, this is 17 -- we have -- we are following rules, and I'm here as a 18 participant and under the Sunshine Act and as -- under the 19 Sunshine Act really is why I'm here and that's why you're 20 having this meeting. 21 But I've said that to say that to you because I 22 just felt like you're suppressing, you're suppressing 23 comments. 24 But I wanted to say that I do support this</p>	<p style="text-align: right;">Page 49</p> <p>1 dollars that are going to be spent. Thank you. 2 CHAIR WETZEL: Thank you, Mr. Ali. 3 Are there any other public comments? 4 MR. RODRIGUEZ: Michael Tomasetti. 5 MR. TOMASETTI: Hey, Board, good morning. Thanks 6 for the time. This is Mike Tomasetti, Civetta Property 7 Group. We are in full support of Britainy and this project 8 with the UDA. Thanks for your time. 9 MR. RODRIGUEZ: Thank you. There are no other 10 hands raised, Mr. Chair. 11 CHAIR WETZEL: Thank you. Can I get a motion to 12 adopt? 13 (No response.) 14 CHAIR WETZEL: Hello? 15 MR. BROWN: I'll make a motion. 16 MR. JEREMIAH: So moved. 17 MS. GREENBERG: Second. 18 MR. BEAUVAIS: Second. 19 CHAIR WETZEL: Thank you. A motion has been made 20 and properly seconded to adopt this resolution. All those 21 in favor, say aye. 22 (Chorus of ayes.) 23 CHAIR WETZEL: Those opposed, nay? 24 (No response.)</p>

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<p style="text-align: right;">Page 50</p> <p>1 CHAIR WETZEL: The ayes have it. Next resolution. 2 MR. HESTAND: Thank you, Mr. Chair. The next 3 agenda item is V.B.2 and is the second of five UDA 4 proposals. Today we are asking the Board to authorize the 5 properties below for disposition to Gil Property Group LLC 6 to develop ten single-family homeownership units in the 7 Third Council District. The units will each be two stories, 8 with a finished basement, containing three bedrooms and two 9 bathrooms at approximately 1,455 square feet each. They 10 will be sold to households with incomes at or below 100 11 percent of AMI for a maximum sales price of \$280,000. The 12 homes will be eligible for the Neighborhood Preservation 13 Initiative's Turn the Key Program and will be subject to a 14 Declaration of Restrictive Covenants. The application was 15 unsolicited and evaluated pursuant to the disposition 16 policy. An BOP plan will apply to this project. 17 The addresses are as follows: 3914, 3917, 3927, 18 3935, 3936-38, 3937, 3940, 3946, and 3948 Folsom Street. 19 Thank you. 20 CHAIR WETZEL: Are there any questions from the 21 Board? 22 (No response.) 23 CHAIR WETZEL: Hearing none, Andrea, was any 24 written comment submitted on this item?</p>	<p style="text-align: right;">Page 52</p> <p>1 (Chorus of ayes.) 2 CHAIR WETZEL: Opposed, nay? 3 (No response.) 4 CHAIR WETZEL: The ayes have it. Next agenda 5 item, please. 6 MR. HESTAND: Thank you, Mr. Chair. The next 7 agenda item is V.B.3. Today we're asking the Board to 8 authorize the properties below for disposition to Northwest 9 Development Group LLC to develop ten single-family 10 homeownership units in the Third Council District. The 11 units will each be two stories, with an unfinished basement, 12 containing three bedrooms and two bathrooms at approximately 13 1,200 square feet each. They will be sold to households 14 with incomes at or below 100 percent of AMI for a maximum 15 sales price of \$280,000. The homes will be eligible 16 for the Neighborhood Preservation Initiative's Turn the Key 17 Program and will be subject to a Declaration of Restrictive 18 Covenants. The application was unsolicited and evaluated 19 pursuant to the disposition policy. An BOP plan will apply 20 to this project. 21 The addresses are as follows: 3539 Aspen Street; 22 3624 Brown Street; 610, 612, and 614 North Shedwick Street; 23 3405, 3830, and 3832 Wallace Street; 682 North 33rd Street; 24 and 620 North 35th Street. Thank you.</p>
<p style="text-align: right;">Page 51</p> <p>1 MS. SAAH: Yes. Gil Properties -- am I 2 pronouncing that correctly? 3 MR. RODRIGUEZ: Right. 4 MS. SAAH: Yes. We received, again, letters from 5 David Langlieb of the Philadelphia Accelerator Fund in 6 strong support; the Mantua Civic Association, De'Wayne 7 Drummond, in full support of this project; and Urban 8 Developers Association, Rick Young, fully supporting this 9 project and urging the Board to approve it. And again, 10 Councilwoman Gauthier included this project in her letter of 11 support. 12 CHAIR WETZEL: Thank you, Andrea. 13 Are there any comments from the public? 14 MR. RODRIGUEZ: I don't see any hand raised. 15 CHAIR WETZEL: Hearing none, may I have a motion 16 to adopt this resolution? 17 MR. JOHNS: So moved. 18 MR. JEREMIAH: So moved. 19 CHAIR WETZEL: Can I get a second? 20 MR. BEAUVAIS: Second. 21 MR. JEREMIAH: Second. 22 CHAIR WETZEL: The motion's been made and properly 23 seconded. All those in favor of approving this resolution 24 say aye.</p>	<p style="text-align: right;">Page 53</p> <p>1 CHAIR WETZEL: Thank you. Are there any questions 2 from the Board? 3 (No response.) 4 CHAIR WETZEL: Hearing none, Andrea, were any 5 written comments submitted on this item? 6 MS. SAAH: Yes. David Langlieb of Philadelphia 7 Accelerator Fund; Rick Young of the Urban Developers 8 Association; and De'Wayne Drummond of Mantua Civic 9 Association all submitted letters in strong support of this 10 project, along with Councilwoman Gauthier's letter. 11 CHAIR WETZEL: Thank you, Andrea. Are there any 12 comments from the public? 13 MR. RODRIGUEZ: We have Jihad Ali. 14 MR. ALI: Thank you all, Mr. Chairman. Todd, I 15 wasn't sure. Is this Jordan Parisse's project? 16 MR. HESTAND: Yes, it is. 17 MR. ALI: Yeah, I just wanted to give a strong 18 support for Jordan Parisse. He's an excellent contractor, 19 and I guess I should disclose, he's one of our clients at 20 the Enterprise Center. 21 He's been a contractor, as far as I know, and he 22 does excellent work. He's always tried to do teaching 23 programs for young people. So Jordan, you know, I want to 24 commend Mo and them for reaching out to you because you are</p>

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<p style="text-align: right;">Page 54</p> <p>1 one of the guys that we want to see grow up to replace the 2 people like Tomasetti and the rest of these developers. But 3 I think it's an outstanding opportunity. Thank you. 4 CHAIR WETZEL: Thank you, Mr. Ali. Any other 5 public comments? 6 MR. RODRIGUEZ: We have Issac Badush. 7 MR. BADUSH: Hello. Thank you, Board, for hearing 8 me out. I would like to make a comment about one of the 9 addresses that you mentioned on this particular project, 620 10 North 35th Street. 11 This property, we used to own, my company. 12 Apparently, when I bought this property, I bought it from a 13 company that purchased it from the PRA originally. 14 They did not comply with the requirements at the 15 time, so about two years ago the PRA came back and they took 16 the land back from us. 17 At the time, we tried to talk to the PRA to see 18 about -- we had a building permit ready to start building. 19 We had trouble on the ground. 20 We asked the PRA for an option to buy it back from 21 them after they reacquired it, and they said, well, that's 22 going to be up for the public to, you know, offer to the 23 public, you know, any type of program or something, you 24 know, some kind of way for you guys to have an option to buy</p>	<p style="text-align: right;">Page 56</p> <p>1 MR. RODRIGUEZ: So it was revested by the PRA. It 2 was made unavailable, as the gentleman was mentioning. 3 There was a default on that disposition and the PRA took the 4 property back, and then made available, it was available on 5 the web site. 6 It was also, we routinely show what's available to 7 Council office and other developers. I think what's 8 probably missing in this conversation is because this was 9 subject to a default, then the PRA would have to accept some 10 kind of sure proposal by this gentleman. That didn't 11 happen, so therefore when they revested, they made the 12 property available. 13 CHAIR WETZEL: Well, it sounds like he bought it 14 from somebody that had a redeveloper's agreement that 15 defaulted, not him. 16 MR. RODRIGUEZ: Correct. 17 CHAIR WETZEL: And because of that, I don't think 18 there's anything we can do about that. 19 Are there any other comments from the public? 20 (No response.) 21 CHAIR WETZEL: Hearing none, may I get a motion to 22 adopt? 23 MS. LOPEZ KRISS: I make a motion to adopt. 24 CHAIR WETZEL: Can I get a second, please?</p>
<p style="text-align: right;">Page 55</p> <p>1 it back. 2 I've been monitoring this property since the PRA 3 took it back from us, which by the way I've lost a lot of 4 money on this property, but that's not your concern. 5 But I've been monitoring this property and I've 6 been wanting to see if there's an option to buy it back. 7 The only time I've seen this property ever being, you know, 8 displayed on a public web site is now when it's already 9 being sold to some developer, some sort of an under the 10 table deal, because obviously I did not know anything about 11 this. 12 I'm a developer in Philadelphia. I've been 13 developing for, I don't know, about ten years. And I've 14 wanted to try and meet the requirements of the PRA or the 15 Land Bank, whoever it is that is, you know, now selling this 16 property, but apparently there was no option to even do 17 that. 18 I just wanted to make this comment public. I 19 don't know exactly what it will do, but I still wanted to be 20 heard. 21 CHAIR WETZEL: Thank you. 22 Angel, is this property unencumbered in -- 23 MR. RODRIGUEZ: -- Yes. 24 CHAIR WETZEL: -- the inventory?</p>	<p style="text-align: right;">Page 57</p> <p>1 MR. BEAUVAIS: Second. 2 CHAIR WETZEL: A motion has been made and properly 3 seconded to approve this resolution. All those in favor, 4 say aye. 5 (Chorus of ayes.) 6 CHAIR WETZEL: Opposed, nay? 7 (No response.) 8 CHAIR WETZEL: The ayes have it. Next item. 9 MR. HESTAND: Thank you, Mr. Chair. The next item 10 is agenda V.B.4. Today we are asking the Board to authorize 11 the properties below for disposition to Project IV LLC to 12 develop ten single-family homeownership units in the Third 13 Council District. The units will each be two stories, with 14 an unfinished basement, containing three bedrooms and two 15 bathrooms at approximately 1,375 square feet each. They 16 will be sold to households with incomes at or below 100 17 percent of AMI for a maximum sales price of \$280,000. The 18 homes will be eligible for the Neighborhood Preservation 19 Initiative's Turn the Key Program and will be subject to a 20 Declaration of Restrictive Covenants. The application was 21 unsolicited and evaluated pursuant to the disposition 22 policy. An BOP plan will apply to this project. 23 The addresses are as follows: 3841 and 3843 Melon 24 Street; 3858 Mount Vernon Street; 642, 647 and 658 Union</p>

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<p style="text-align: right;">Page 58</p> <p>1 Street; 3903, 3905, 3907 and 3930 Wallace Street. Thank 2 you.</p> <p>3 CHAIR WETZEL: Thank you. Are there any questions 4 from the Board?</p> <p>5 MR. JOHNS: Yeah, I just, this is one I just have 6 to make the same comment again. I know I sound like a 7 broken record, but when I look at some of these locations -- 8 I've actually worked on a Hope VI in this neighborhood, so 9 I'm very familiar with this neighborhood.</p> <p>10 You've got some one block Union Street that are 11 three story Victorians, right, with porches, front yards. 12 Other sites all have porches. And we're going to put this 13 same unit that was in other proposals on these blocks. I 14 just think we got to think about it. Thank you.</p> <p>15 MS. LOPEZ KRISS: I have a question because for 16 the uninitiated when it comes to architecture, like why is 17 every proposal the exact same unit?</p> <p>18 MR. JOHNS: My exact same --</p> <p>19 MR. JEREMIAH: Great question.</p> <p>20 MS. LOPEZ KRISS: Are the plans just on line? 21 Like, why -- is everybody just downloading the same thing? 22 I don't get it. They also all kind of look the same.</p> <p>23 CHAIR WETZEL: I think we can answer that question 24 by the fact that there are certain economies of scale, and</p>	<p style="text-align: right;">Page 60</p> <p>1 context of the community is really taken under consideration 2 and that we're turning out, you know, quality product in 3 those communities.</p> <p>4 I'm sure it's going to be a quality home, but you 5 know, making sure that, you know, we're just respectful of 6 the neighborhood where this is being built.</p> <p>7 And I think that, you know, again, we're doing a 8 disservice to the developers if we are not sharing those 9 concerns, and also helping them, how to prepare a very 10 thorough package that gets presented at the Board meetings.</p> <p>11 MR. JEREMIAH: I also think, Mr. Chairman, that 12 Maria and Mike, and I think Rebecca as well, is pointing out 13 the obvious.</p> <p>14 We want to be sensitive to the cultural context in 15 which we're doing these construction projects. Here you 16 have different developers essentially providing the same 17 plans, but in different parts of the neighborhood. That 18 seems inconsistent.</p> <p>19 So a thoughtful examination, I think, of what is 20 being presented and to push back against some of the -- we 21 do these here and other developers who are using public 22 funds are going through the very same process.</p> <p>23 I hold Maria responsible for that, and Mike is 24 correct. On the Hope VI, we've done this. We wanted to</p>
<p style="text-align: right;">Page 59</p> <p>1 that, you know, if we were to build replacement three story 2 Victorians, they'd be far out of the reach of anybody who 3 we're trying to serve. That does not eliminate the need to 4 have a thorough discussion about context.</p> <p>5 MR. JOHNS: Don't get me going about that. I 6 wasn't sort of saying match the exact architecture.</p> <p>7 CHAIR WETZEL: I understand, I'm just saying --</p> <p>8 MR. JOHNS: They're all units that we've seen of 9 the same cohort that have provided porches and have provided 10 three story models of a similar type product, right, so if 11 there's a way to do it so it is more affordable and more 12 contextual, that's my only thing that I'm saying.</p> <p>13 CHAIR WETZEL: And I agree with you, and I think 14 we need to grapple with that.</p> <p>15 MS. GONZALEZ: Right. I think it makes me 16 uncomfortable and, you know, especially hearing discussions 17 about how there was all this thoughtful process that took 18 place to, when this particular proposal was being reviewed, 19 and what we see is not that.</p> <p>20 And you know, it's not that I don't want to 21 approve affordable housing development in the city because 22 we do, and we want to do it, but we just want to make sure 23 that we're doing it respectfully to the community where 24 these houses are being built and making sure that the</p>	<p style="text-align: right;">Page 61</p> <p>1 make sure that we are not building things that don't work 2 within the neighborhood context and being culturally 3 sensitive to neighbors who are there and who have lived 4 there.</p> <p>5 And I think those are the kind of questions that, 6 as part of our own due diligence, the Land Bank, I mean, we 7 should be examining and asking some tough questions. And 8 I'm not quite sure, Rebecca, that they look good, to be 9 honest.</p> <p>10 MS. LOPEZ KRISS: I really don't want to be in the 11 business of like monitoring taste. I understand Michael 12 Johns' point that like, if this is a neighborhood that has 13 porches or this is a neighborhood that, whatever, it's two 14 story or it's three story and now we're putting in two 15 stories, I get it totally.</p> <p>16 I don't want to be an arbiter of taste or design, 17 but just the fact that they're all exactly the same and 18 like, is there no way to make things more unique to 19 particular neighborhoods.</p> <p>20 CHAIR WETZEL: Thank you. You have outlined one 21 of the first tasks for our Policy and Planning Committee. 22 Appreciate it, because we do have to have this kind of in- 23 depth discussion about what we can require for unsolicited 24 proposals.</p>

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<p style="text-align: right;">Page 62</p> <p>1 MS. LOPEZ KRISS: I hope you've assigned Rebecca 2 to that committee. 3 CHAIR WETZEL: No. She's chairing the Finance 4 Committee. 5 MS. LOPEZ KRISS: I'm already the chair of the 6 Finance Committee. 7 CHAIR WETZEL: Are there any other comments from 8 the Board? 9 (No response.) 10 MR. RODRIGUEZ: We have one more hand raised. 11 Jihad Ali has his hand raised. 12 CHAIR WETZEL: We haven't had any written comments 13 submitted on this item. 14 MS. SAAH: Thank you. Can I proceed with the 15 written comments then? 16 CHAIR WETZEL: Yes. 17 MS. SAAH: Thank you. So this Project IV 18 application received a large number of support letters, and 19 one sort of opposing letter. So the support letters came 20 from Rick Young, Urban Developers Association; DeWayne 21 Drummond from Mantua Civic Association RCO; David Langlieb, 22 Philadelphia Accelerator Fund; Amira Coleman, Compass 23 Realty; Dilvany Arredondo, who's a founder of Connecting the 24 Dots; Kyle Easley with DKP Development Group; Mike Gargiulo</p>	<p style="text-align: right;">Page 64</p> <p>1 a difference in your considerations for the areas mentioned, 2 and she would like the community to be afforded an 3 opportunity to be part of the change that we see. And 4 that's it. Thank you. 5 CHAIR WETZEL: Thank you, Andrea. Are there any 6 comments from the public? 7 MR. RODRIGUEZ: We have Jihad Ali's hand raised. 8 MR. ALI: Thank you, Mr. Chairman. I just wanted 9 to say that this developer, I'm familiar with him. This is 10 Isaac Singleton. He is, I think he's a genius. I think 11 he's an up and coming developer that will clearly rise to 12 the top and be a major developer. 13 He's a graduate of Drexel University. This is an 14 ideal candidate that we want to see in these programs, and I 15 think he has a great support staff to make sure that he's 16 going to be a success. 17 I wanted to thank Mo and Rick. Once again, this 18 is an excellent candidate. But I do want to make a comment 19 about, I'm a committee person and I get around the city, as 20 you know, most areas. 21 And I'd like to just say, some of these projects 22 would fit in excellent. Like if you look at this project, 23 Project IV, if you look at Union Street, that might fit in 24 excellent in Union Street.</p>
<p style="text-align: right;">Page 63</p> <p>1 from The HOW Group, hope I didn't butcher that; Shania 2 Smith, homeowner in the neighborhood; and Anthony Bright of 3 Seamless Pros. All were very strongly supportive of this 4 project and of the developer, and are urging the Board to 5 adopt the resolution. 6 We also had one letter from Shari Gilyard, who is 7 a neighbor. She is asking the Board to allow one of the 8 spaces to be used as a green space. 9 She's a long-time resident in her home in the area 10 and has been part of the area for four generations, like 11 many others in the neighborhood. 12 She said that two of these addresses were cared 13 for and maintained by another community member before she 14 passed away. 15 Ms. Gilyard has also worked for a long time 16 cleaning and maintaining areas long before the services for 17 these lots were provided, and she said she's tried to work 18 with the Land Bank previously on the 3930 Wallace Street, on 19 acquiring 3930 Wallace Street, and she said she didn't 20 receive a response or follow-up. 21 We did check, and she is not qualified to acquire 22 the property because her home is not adjacent to the 23 property. 24 So she is hoping that this short letter will make</p>	<p style="text-align: right;">Page 65</p> <p>1 But I think it's to what Michael said, and I have 2 too much respect for Michael, I do think that we're really 3 just talking about the facades of these buildings, really, 4 the facades and whether they have the porch. 5 And I think that is something we can work in, 6 because when I looked at, I think I went to one of the 7 projects in South Philly with Tomasetti's project, and that 8 was a comment me and my other community leaders had, is the 9 front just didn't look well. 10 So I think you're right on point, but I do think 11 that, you know, what Mo and them are trying to do with 12 developers, the developers, they're being tutored. 13 So it will be an excellent time to help them going 14 forward, but we have an excellent group of young developers 15 up and coming. Thank you. 16 CHAIR WETZEL: Thank you, Mr. Ali. Any other 17 public comments? 18 MR. RODRIGUEZ: We have Alisha Davis. 19 MS. DAVIS: Hi. This is my first time attending 20 this meeting, but just listening to your concerns about, 21 right, like having all these cookie cutter units and houses 22 being built, I really do think that, what was her name, 23 Sherry, even though she is not qualified to purchase that 24 lot, I do think that her concerns should be taken into</p>

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<p style="text-align: right;">Page 66</p> <p>1 consideration, especially if we're talking about paying 2 attention to the context of the neighborhood. 3 We have residents here who are saying, okay, we 4 want to be involved in maintaining the culture of the 5 neighborhood, and I know it's just one comment that's been 6 made, but I was going to say, I really hope that that is 7 being taken seriously as well. 8 CHAIR WETZEL: Thank you, Ms. Davis, appreciate 9 it. 10 MR. RODRIGUEZ: Adam Butler. 11 MR. BUTLER: Hi. It's frustrating to hear 12 conversation from a community member once again who tried to 13 acquire property, was maintaining it as green space, and 14 didn't get any help from the Land Bank office. 15 You just simply said that she wasn't eligible for 16 a side yard, but there is other opportunities to acquire 17 those properties that are not side yards. 18 It's not clear to me that you guys ever got back 19 to her based on her inquiry, and we should be not disposing 20 of properties that have been previously used. 21 There's plenty of vacant properties available in 22 that neighborhood that can be made available, and this one 23 should be exempted. 24 CHAIR WETZEL: Thank you, Mr. Butler. Any other</p>	<p style="text-align: right;">Page 68</p> <p>1 Preservation Initiative's Turn the Key Program and will be 2 subject to a Declaration of Restrictive Covenants. The 3 application was unsolicited and evaluated pursuant to the 4 disposition policy. An BOP plan will apply for this 5 project. 6 The addresses are as follows: 3607, 3830, and 3832 7 Melon Street; 3837, 3917, 3938, 3940, and 3944 Mount Vernon 8 Street; and 612 Union Street. Thank you. 9 CHAIR WETZEL: Are there any questions from the 10 Board? 11 (No response.) 12 CHAIR WETZEL: Andrea, have we received any 13 written comments on this item? 14 MS. SAAH: Yes. In addition to Councilwoman 15 Gauthier's letter again, we received letters from, let's 16 see, Rick Young at the Urban Developers Association; David 17 Langlieb, Philadelphia Accelerator Fund; Anthony Rogers, 18 who's a business owner in the neighborhood; Maridalia 19 Gonzalez, long-time resident of the neighborhood; and Matu 20 Threatt, who is also a Philadelphia resident who's 21 supporting this proposed project. All came out in strong 22 support of the developer. 23 CHAIR WETZEL: Are there any comments from the 24 public?</p>
<p style="text-align: right;">Page 67</p> <p>1 public comments? 2 MR. RODRIGUEZ: There are no other hands raised. 3 CHAIR WETZEL: Thank you. Can I get a motion to 4 adopt this resolution? 5 MR. JEREMIAH: So moved. 6 CHAIR WETZEL: May I get a second? 7 MR. BROWN: Second. 8 MS. GONZALEZ: Second. 9 CHAIR WETZEL: Thank you. A motion has been made 10 and properly seconded. All in favor, say aye. 11 (Chorus of ayes.) 12 CHAIR WETZEL: Opposed, nay? 13 (No response.) 14 CHAIR WETZEL: Ayes have it. Next item, please. 15 MR. HESTAND: Thank you, Mr. Chair. The next is 16 agenda item V.B.5. Today we are asking the Board to 17 authorize the properties below for disposition to Rosario 18 Estates LLC to develop ten single-family homeownership units 19 in the Third Council District. The units will each be two 20 stories, with an unfinished basement, containing three 21 bedrooms and two bathrooms at approximately 1,100 square 22 feet each. They will be sold to households with incomes at 23 or below 100 percent of AMI for a maximum sales price of 24 \$280,000. The homes will be eligible for the Neighborhood</p>	<p style="text-align: right;">Page 69</p> <p>1 MR. RODRIGUEZ: I don't see any hand raised. 2 CHAIR WETZEL: Hearing none, may I get a motion to 3 adopt? 4 MR. BEAUVAIS: So moved. 5 CHAIR WETZEL: May I get a second? 6 MR. JEREMIAH: Second. 7 CHAIR WETZEL: Thank you. A motion has been made 8 and properly seconded to adopt this resolution. All in 9 favor, say aye. 10 (Chorus of ayes.) 11 CHAIR WETZEL: Opposed, nay? 12 (No response.) 13 CHAIR WETZEL: The ayes have it. Next item. 14 MR. HESTAND: Thank you, Mr. Chair. To note, that 15 concludes the five proposals for the Urban Developers 16 Association in the Mantua neighborhood. 17 The next two proposals are submitted in 18 coordination with the Black Squirrel/Philly Rise program, 19 and I want to express gratitude to their executive team, 20 their developers that they're working with as well as the 21 numerous ROCs that have coordinated on these proposals as 22 well. 23 That said, the next agenda item is V.B.6. Today 24 we are asking the Board to authorize the properties below</p>

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<p style="text-align: right;">Page 70</p> <p>1 for disposition to JES Capital Investments LLC to develop 2 five single-family homeownership units in the Fifth Council 3 District. The units will each be two stories, without a 4 basement, containing three bedrooms and two bathrooms at 5 approximately 1,160 square feet each. They will be sold to 6 households with incomes at or below 100 percent of AMI for a 7 maximum sales price of \$280,000. The homes will be eligible 8 for the Neighborhood Preservation Initiative's Turn the Key 9 Program and will be subject to a Declaration of Restrictive 10 Covenants. The application was unsolicited and evaluated 11 pursuant to the disposition policy. An BOP plan will apply 12 to this project.</p> <p>13 The addresses are as follows: 2605, 2607, 2608, 14 2610, and 2622 N. 29th Street. Thank you.</p> <p>15 CHAIR WETZEL: Thank you. Are there any questions 16 from the Board?</p> <p>17 MR. JEREMIAH: Yes, Herb. I do have a quick 18 question for Todd. Todd, in all of these proposals, the 19 development fact sheet indicates funding sources.</p> <p>20 I was wondering whether or not your review entails 21 confirming that those sources are essentially real, or are 22 they just planned.</p> <p>23 MR. RODRIGUEZ: They required as part of -- I'll 24 take this, sorry, Todd. So we're required, if you look at</p>	<p style="text-align: right;">Page 72</p> <p>1 MR. RODRIGUEZ: I can't speak to that. Todd, 2 would you happen to know?</p> <p>3 MR. HESTAND: All of the developers have their own 4 unique set of contractors to each of the jobs. There's no 5 single architecture firm that is providing services to all 6 seven.</p> <p>7 MS. GONZALEZ: I hate to sound like a broken 8 record --</p> <p>9 MR. JEREMIAH: I think the similarities are 10 remarkable.</p> <p>11 MR. RODRIGUEZ: Let me just speak to this. I 12 think there is a conversation that probably is happening. 13 Again, we provide technical assistance on how to get through 14 the process.</p> <p>15 These are participants in the UDA or Black 16 Squirrel. I would think, I would say dollars to donuts, 17 there's probably a conversation that's being had about 18 minimal viable product, and achieving the right pro forma so 19 that it complies.</p> <p>20 I mean, I hear everybody's concern about 21 aesthetics and doing that. I think those are conversations 22 that are happening, and that's what's being presented.</p> <p>23 So I'm looking forward, if it's in the policy or 24 whatever that we have to look at certain things and that's</p>
<p style="text-align: right;">Page 71</p> <p>1 our application, we identify what we consider is valid for 2 capital stacks.</p> <p>3 We're looking for LOIs or term sheets. You have 4 to also show bank statements to show how much equity you 5 have. So in these situations, we already got approvals from 6 the Accelerator Fund and also LOIs or term sheets.</p> <p>7 I don't know how many of them came from Community 8 Bank, Todd, but typically they would give us something like 9 that or a term sheet from a bank.</p> <p>10 Obviously, as we get closer to settlement, those 11 would change, but it gives the outline and says, they have 12 to have a complete capital stack or they're not qualified.</p> <p>13 Because it's unsolicited and we do not provide any 14 type of subsidy other than to discount the value of the 15 land, we do not -- if you don't have a complete capital 16 stack, you are not a qualified application, therefore they 17 would not go to the Board.</p> <p>18 MR. JEREMIAH: Thanks for that explanation. It 19 was very helpful.</p> <p>20 MR. JOHNS: Question.</p> <p>21 CHAIR WETZEL: Yes.</p> <p>22 MR. JOHNS: Since all these, a lot of these 23 developments look exactly alike and have the same plans, is 24 it the same architect or the same architecture firm?</p>	<p style="text-align: right;">Page 73</p> <p>1 part of the scoring rubric, that's what we will enforce.</p> <p>2 MR. JOHNS: And just to, I guess my point is, 3 that's a concern, right, that it is the same architecture 4 firm, because it's exactly the same design, one; two, where 5 does the diversity come from in this program for the 6 professional services, right?</p> <p>7 I know we're providing opportunities for black and 8 brown developers, but what about the professional services, 9 the engineers, the architects, the other consultants that 10 are involved in the process?</p> <p>11 So I think maybe it's not this committee, of 12 course, but maybe other groups that are involved in this 13 process to kind of look at that, look at the pipeline.</p> <p>14 MS. GONZALEZ: Right. And I just wanted to note, 15 I mean, these units, they don't have basements and they 16 don't have, as the plans are presented, they don't have 17 closets either.</p> <p>18 So I think one of the things that, it's not only 19 for aesthetics that we're looking at, but also, you know, 20 habitability for the family that's going to occupy the unit, 21 and also sustainability over time, because if the units are 22 not attractive, you know, over time, yes, they look great 23 when they're freshly done, but if they don't stand the test 24 of time, then one of the things that we don't have is a high</p>

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<p style="text-align: right;">Page 74</p> <p>1 level of vacancy in communities because no one really is 2 attracted to these units. 3 CHAIR WETZEL: Are there any other questions from 4 the Board? 5 (No response.) 6 CHAIR WETZEL: Andrea, do you have any written 7 comments on this item? 8 MS. SAAH: Yes. This is the project that received 9 the most, largest number of letters. And again, I will not 10 read the letters. I will just read whether they were in 11 support or not and who they came from. 12 So Lauren Stebbins from the Barra Foundation; 13 Brian Murray from Shift Capital; Aubrielle Kituma, who 14 didn't identify herself otherwise; Brandy Ross, same thing; 15 Sangkham Phouansouvanh, and I apologize for that 16 pronunciation, who is part of Black Squirrel Collaborative's 17 Philly Rise initiative; David Langlieb of the Philadelphia 18 Accelerator Fund; Damian Smith of Smith Property Works; Mark 19 Lawson of ReNew, again part of the Black Squirrel 20 collaborative; Kyla Field, not otherwise identified; Kevin 21 Williams, Black Squirrel collaborative; Bryan Collins, 22 610Cars; Nadirah Brown, also known as Nadirah Riley, and 23 that is the only identification given; Varsovia Fernandez, 24 who is with the Pennsylvania CPDI or Community Development</p>	<p style="text-align: right;">Page 76</p> <p>1 home. 2 But these homes that we're building are, you know, 3 between 11 to 13 hundred square feet. There's only but so 4 many ways you're going to have a three bed, two bath home, 5 right. So the layouts, right, are probably going to look 6 very similar. 7 It's going to be three bedrooms. Again, I've 8 rehabbed many, many homes. It's going to be three bedrooms 9 on the second floor, one in the front, one in the middle, 10 one in the back. 11 Off the front bedroom a lot of times you can have 12 the on suite of the master bath, right. The middle room is 13 going to be a smaller room and you're going to have the rear 14 room and you're going to have a hallway bathroom. 15 This is the same layout that exist in homes in a 16 lot of our areas are currently, because I have rehabbed a 17 lot of homes in these areas. 18 So while many of you now are familiar with myself 19 or company, I've been providing, me and my wife, I should 20 say, have been providing affordable quality homes via our 21 rental portfolio for many years. 22 We literally did our first rent increase, because 23 we're very passionate about affordable housing, we did our 24 first rent increase literally eight years, and this was due</p>
<p style="text-align: right;">Page 75</p> <p>1 Finance Institutions network; Charles Owo, again not further 2 identified; Kyle Shell of Homes Beyond Luxury; Maleda 3 Berhane, AR Spruce; Imbrheim Campbell of Soar City; Ammond 4 Mosley, not otherwise identified; Ugochukwu Opara of 215 5 Development Corporation; Kevin Moran of the Urban Land 6 Institute Philadelphia; Ariel Brown of A2B Consultant Group; 7 Kyle Moore from Moore Management Group; and Rashod Minor and 8 Keen Riley, also not otherwise further identified. 9 All of them came out in strong support of Justin 10 Smith and JES Capital Investments and this project. 11 CHAIR WETZEL: Thank you, Andrea. Are there any 12 public comments on this item? 13 MR. RODRIGUEZ: I believe we have the developer, 14 Justin Smith. He has his hand raised. 15 CHAIR WETZEL: Please go ahead, Mr. Smith. 16 MR. SMITH: Hello. Can you hear me? 17 CHAIR WETZEL: Yes, we can. 18 MR. SMITH: Thank you. First and foremost, I want 19 to thank Black Squirrel and Todd for your support. First, I 20 want to tackle the design. I know Michael had questions. 21 These plans, closet -- I'm on investors that have 22 well over a hundred homes that I have renovated. I've been 23 in business since 2014. I totally understand your concerns 24 in talks about the aesthetics, right, when it comes to a</p>	<p style="text-align: right;">Page 77</p> <p>1 to the city raising our taxes on our properties 100 to 300 2 percent on some of our rental properties, literally, okay. 3 Our mission has always been, well before this 4 affordable housing, has always been to make a positive 5 impact in the urban areas that we invest in. 6 We believe in providing good quality living 7 conditions which me and my wife are passionate about, help 8 foster better outcomes for families, okay. 9 We know and believe, stable and quality housing 10 leads to better health and educational outcomes for 11 families, community viability and upward mobility. 12 We saw this firsthand by the impacts it has on the 13 families of our tenants, okay. And we're looking to bring 14 that same excitement with our development projects. 15 I don't want us to get caught up with the facades 16 of these buildings, because they can change. And I totally 17 agree with Michael and Maria, right. 18 It should align with the community, right. But me 19 and my other peers, my other cohorts, we have been in this 20 program for going on two years, right, and we don't intend 21 to go anywhere. 22 Todd has been with us, Tom and other members, 23 right. So we are passionate about making a difference. And 24 it's unfortunate that we have these bottlenecks in the</p>

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<p style="text-align: right;">Page 78</p> <p>1 system that, you know, it's kind of discouraging, right. It 2 is pretty discouraging.</p> <p>3 Again, so, the part of our success is our team of 4 contractors. I have a business of my own. I am a minority 5 based community (sic). I employ other minorities a lot of 6 times in areas that I work with. So I'm big on that.</p> <p>7 And if this project is approved, then I think this 8 will be the start of a good working relationship with the 9 City of Philadelphia and the Land Bank. So again, thank 10 you, and I'm willing to field any questions.</p> <p>11 CHAIR WETZEL: Thank you for your comments, Mr. 12 Smith.</p> <p>13 MR. RODRIGUEZ: We have Bonita Cummings. 14 MS. SAAH: Can I just say something before Ms. 15 Cummings can speak? I meant to let the Board know that 16 during the beginning of the Board meeting, I received an 17 email from Ms. Cummings stating that she thought there would 18 be another community meeting with the developer and that she 19 would prefer that the Board table this item.</p> <p>20 So I just wanted to put that in there. I meant to 21 say it earlier. Thank you.</p> <p>22 MR. RODRIGUEZ: Ms. Cummings. 23 MS. CUMMINGS: Can you hear me? 24 MR. RODRIGUEZ: Yes.</p>	<p style="text-align: right;">Page 80</p> <p>1 with no closets, with no basements, with no space. We want 2 to put all of the process of a house inside the house, 3 making it smaller, and anybody that has lived in a house 4 knows that the agitation at some point from not being able 5 to hand your sweater in a closet can be very cumbersome. It 6 creates hardship for families.</p> <p>7 To be in houses where the floor is constantly 8 cold, which is what happens when you do these slab basement 9 type of properties, most of them we know from our PHA 10 project housing.</p> <p>11 So I just am asking that you not move these 12 properties today because we want to have more conversation. 13 And I think as a community, we have a right to that.</p> <p>14 And also, this whole idea of this gang of 15 supporters versus the community, then versus us, all of 16 those people that you named have never -- many of them have 17 not even been in Strawberry Mansion. They've not tried to 18 speak with us. They've not met with us.</p> <p>19 The sad part is to even hear about how black and 20 brown, the same people that kept black and brown people from 21 even being in the process are the same people that's now 22 supposedly call themselves helping.</p> <p>23 So we're saying to not, you know, to not be 24 ignored by this Board today, to be heard, to not just be</p>
<p style="text-align: right;">Page 79</p> <p>1 CHAIR WETZEL: Yes, we can hear you. 2 MS. CUMMINGS: Good day, everyone, how are you. 3 I'm here because we did have a meeting with Mr. Smith on 4 June 24th in our Strawberry Mansion community, and it was 5 the understanding with Mr. Smith that we would work with him 6 before this process to get a better understanding and layout 7 of this, what it appears to be this cookie cutter type of 8 designs that don't fit on that particular block.</p> <p>9 That's a three story block. They want to do two 10 story properties. They have no porches. We have an 11 overlay. So it was our understanding that we would be able 12 to work together to be able to come up with what really 13 works best for that corridor.</p> <p>14 These properties are not consecutive. They are 15 one side of the street, other side of the street. So we 16 want this tabled today because we want this opportunity and 17 we want Mr. Smith to stand to what he promised us at that 18 community meeting.</p> <p>19 Health, welfare and safety, like just as a civic 20 duty, not even as a leader in the community but just as a 21 civic minded person, many of the properties in those 22 communities, people didn't pay \$280,000 for them. They 23 don't have \$280,000 mortgages.</p> <p>24 We want to give new families \$280,000 mortgages</p>	<p style="text-align: right;">Page 81</p> <p>1 blown off, and to have Mr. Smith return as he said he would 2 do to be able to work through with us what works best for 3 that corridor. Thank you.</p> <p>4 CHAIR WETZEL: Thank you, Ms. Cummings. 5 Are there other public comments? 6 MR. RODRIGUEZ: We have Jihad Ali. 7 CHAIR WETZEL: Mr. Ali? 8 MR. ALI: Thank you, Mr. Chairman. I just want to 9 follow up on what Michael said, and Michael, I want to 10 remind you that it was your comments at one time when they 11 were doing the project, they had a back door going through 12 the bathroom, and it was your comments that stopped that. 13 You don't see that on these plans.</p> <p>14 But I do think that, you know, from the community 15 meetings, I think Bonita -- I know her. She's an advocate. 16 She's strong in her position.</p> <p>17 I do think that going forward, what you're all 18 talking about, we need to come up with a -- even if it is 19 cookie cutter.</p> <p>20 You look at the Great Northeast. That was cookie 21 cutter. You look at what PHA does. PHA did a great job on 22 46th Street. You know, they built a quality house that no 23 matter where it is, you go in, you're going to be 24 comfortable going in it because it looks like a quality</p>

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<p style="text-align: right;">Page 82</p> <p>1 house.</p> <p>2 So I do think that this just needs more</p> <p>3 development from architects like Mike and then, because even</p> <p>4 if it is cookie cutter, to help these developers be able to</p> <p>5 get in this program, because it's literally a once in a</p> <p>6 lifetime thing.</p> <p>7 If we can do that, I think that will be where</p> <p>8 we're trying to get to. And as Michael pointed out, he's</p> <p>9 concerned about the professional skills, and I'm concerned</p> <p>10 about the blue collar, about the contractors, and I want to</p> <p>11 see opportunity and diversity on the contractors. Thank</p> <p>12 you.</p> <p>13 CHAIR WETZEL: Thank you, Mr. Ali.</p> <p>14 MR. RODRIGUEZ: We have --</p> <p>15 CHAIR WETZEL: Any further -- go ahead, Angel.</p> <p>16 MR. RODRIGUEZ: We have two more people. I</p> <p>17 apologize. I don't even want to try to pronounce your first</p> <p>18 name and I don't want to butcher it, but we have a person</p> <p>19 with the last name Opara.</p> <p>20 MR. OPARA: Good morning. My name is Ugo, it's</p> <p>21 the easiest way to say it, or Mr. Opara. I'm with 215</p> <p>22 Development Company, and you know, similar to Mr. Justin,</p> <p>23 we've been providing affordable housing, rehabbing houses</p> <p>24 that, you know, people in the city don't want, bringing them</p>	<p style="text-align: right;">Page 84</p> <p>1 things that are now being required when prior homes that</p> <p>2 went through Land Bank, it was okay.</p> <p>3 There are homes that went through Land Bank that</p> <p>4 have basements on -- that have bedrooms on the first floor,</p> <p>5 you know what I mean. So I think we have to balance that</p> <p>6 with grace and allow for things to come forward.</p> <p>7 And then in regards to like the facade of a</p> <p>8 property, as a developer, the facade is just aesthetics. I</p> <p>9 think what's more important is, how tight is the envelope,</p> <p>10 do we have energy efficient appliances, energy efficient</p> <p>11 heating. Things like that are way more important than what</p> <p>12 it looks like on the outside.</p> <p>13 So I think we -- and then in regards to slab on</p> <p>14 grade basements, it's not always cold. We can also put</p> <p>15 radiant -- you know, you can also put radiant heating on the</p> <p>16 floors. There's so many things that could be done.</p> <p>17 And so to just shoot down new development because</p> <p>18 it doesn't have a basement or stuff like that to me just</p> <p>19 doesn't make any sense because all you're going to do is</p> <p>20 just maintain lots being lots in neighborhoods that need</p> <p>21 housing.</p> <p>22 So I think we really need to focus more on what's</p> <p>23 actually going to move the needle. But I appreciate</p> <p>24 everything you guys are doing. Thank you for the time.</p>
<p style="text-align: right;">Page 83</p> <p>1 back, making it affordable and keeping tenants in it.</p> <p>2 And I just wanted to comment on some of the things</p> <p>3 that I'm hearing, some good but some of it really</p> <p>4 discouraging.</p> <p>5 For example, the negative tonality that I'm</p> <p>6 hearing in regards to cookie cutter homes, and you know,</p> <p>7 cookie cutter is the best way to scale.</p> <p>8 If you look at the City of Philadelphia, majority</p> <p>9 of blocks look exactly the same because they're cookie</p> <p>10 cutter houses, you know what I mean.</p> <p>11 So I think that, you know, the negative tonality</p> <p>12 that I'm hearing about cookie cutter is not in alignment</p> <p>13 with affordability.</p> <p>14 When you start making each house that you're</p> <p>15 building super unique or distinctive or things like that,</p> <p>16 that's going to never put you in price range where things</p> <p>17 are affordable.</p> <p>18 So I think that we really need to be more</p> <p>19 realistic with making sure that these homes are affordable,</p> <p>20 because you could throw all these things in it. You can</p> <p>21 absolutely do all of these things, but the price will not be</p> <p>22 what you want it to be, you know what I mean.</p> <p>23 So I think a little bit more grace needs to be</p> <p>24 given, and I'm disheartened about too is there's a lot of</p>	<p style="text-align: right;">Page 85</p> <p>1 CHAIR WETZEL: Thank you.</p> <p>2 Angel, is there another one?</p> <p>3 MR. RODRIGUEZ: At this point we have Candis</p> <p>4 Pressley.</p> <p>5 MS. PRESSLEY: Hi. Good morning, everyone. My</p> <p>6 name is Candis Pressley. I'm the owner and managing partner</p> <p>7 of Trinity Property Advisors and I'm a part of the Black</p> <p>8 Squirrel/Philly Rise, and I just wanted to give my support</p> <p>9 of my colleague, Justin Smith, JES Capital, for this</p> <p>10 project.</p> <p>11 He is a very talented and motivated entrepreneur,</p> <p>12 and I think you should give his application strong</p> <p>13 consideration. The comments being made can all be addressed</p> <p>14 and can work for everyone's benefit. Thank you.</p> <p>15 CHAIR WETZEL: Thank you.</p> <p>16 MR. RODRIGUEZ: Mo Rushdy.</p> <p>17 MR. RUSHDY: Thank you so much, Angel, again, and</p> <p>18 everyone. So I want to just second everything that Ugo has</p> <p>19 just said. Ugo is a friend, is a mentee, is someone from</p> <p>20 Black Squirrel, has been working hard.</p> <p>21 And with his -- well, I can't say with his</p> <p>22 permission because we can't be on the phone at the same</p> <p>23 time, but Ugo and I, at one of the UDA events a couple weeks</p> <p>24 ago, had a conversation outside of a happy hour, and he</p>

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<p style="text-align: right;">Page 86</p> <p>1 didn't seem happy.</p> <p>2 And I asked him, I was like, "Ugo, what's going 3 on?" He's like, "This city is not serious about getting 4 affordable housing." I said, "Why are you saying this?"</p> <p>5 He said, "Mo, you came here two years ago and sold 6 us the idea that using city land to build a business and 7 building affordable housing, okay, is something that we can 8 all rally behind, especially when we don't have access to 9 funds, okay, and build businesses and equity in these 10 neighborhoods, okay."</p> <p>11 And yes, we have been champions of that, okay. 12 Now, that being said, okay, you know, we need affordable 13 housing. We need affordable housing.</p> <p>14 Guys, can we schedule a time for the Board to be 15 on a bus and tour maybe three or four different affordable 16 housing projects, to tour these cookie cutter homes, okay?</p> <p>17 These cookie cutter homes are at top five percent 18 quality of homes being built in Philadelphia. And excuse, 19 again, my frustration here, okay.</p> <p>20 The Black Squirrel folks have been there for now 21 two or three years, okay, trying to get stuff through, okay. 22 How can we encourage black and brown businesses to scale up, 23 okay? I just, I'm lost for words.</p> <p>24 So I encourage, Mr. President -- Mr. Chair, Herb,</p>	<p style="text-align: right;">Page 88</p> <p>1 into decision making here, and I wish that they would.</p> <p>2 Thanks.</p> <p>3 MR. RODRIGUEZ: We have Jayden Parks.</p> <p>4 MR. PARKS: Greetings, everyone. I just wanted to 5 chime in pretty quickly here. I wanted to first address the 6 fact that yes, there seems to be some dispute regarding the 7 aesthetics of these properties.</p> <p>8 I hear frequently mentioned that these cookie 9 cutter homes are what they are. I just want to reiterate 10 that saying that is kind of ignorant to the fact that we do 11 have affordable projects that may have more of an aesthetic 12 value than what's being presented now.</p> <p>13 I also wanted to just address the topic regarding 14 affordability, cookie cutter, economies of scale. Yes, 15 those are important for an initial project.</p> <p>16 However, if we're offering a product to new 17 homeownership that we do hope plan to live in this for years 18 to come, I ask the question, is this quality of construction 19 just going to result of higher costs of maintaining them 20 later down the line?</p> <p>21 I think that's something that's very important, 22 especially when you consider a lot of these people are not 23 on -- the people that these homes are for may not have the 24 most disposable income. So that's pretty much it for me.</p>
<p style="text-align: right;">Page 87</p> <p>1 if we can please schedule a time when there's a few of us 2 that have ongoing projects, okay, that the specific council 3 people, once they see these homes, are amazed on how these 4 homes look with the level they are and the finishes.</p> <p>5 And let's give the Board more of an idea of what 6 these homes actually look like, okay, because there is that 7 sentiment always on these Board meetings that these are just 8 ugly homes or they're substandard homes. They're not. 9 They're market rate finishes. They're great 10 homes. And I encourage everyone to go out there, please. 11 Thank you.</p> <p>12 CHAIR WETZEL: Thank you, Mr. Rushdy.</p> <p>13 MR. RODRIGUEZ: We have Adam Butler.</p> <p>14 MR. BUTLER: The idea that we're going to solve an 15 affordable housing problem by building a bunch of cookie 16 cutter homes that don't match the neighborhood with two 17 bedrooms that don't have closets is crazy.</p> <p>18 Building three bedroom homes where they don't have 19 closets is not a reasonable way to live. This is not going 20 to be good housing stock.</p> <p>21 It's also frustrating to hear so many comments 22 about these dispositions, including negative comments from 23 the community, and the Board just never acknowledges them or 24 even takes motions or ever incorporates any of that feedback</p>	<p style="text-align: right;">Page 89</p> <p>1 CHAIR WETZEL: Thank you.</p> <p>2 MR. RODRIGUEZ: We have Justin Smith again, the 3 developer.</p> <p>4 MR. SMITH: Yeah, I just want to -- I'm sorry, I 5 just need to address the no closets. Clearly, each and 6 every room are going to have closets. I invite you to look 7 at my portfolio of work at www.jescapitalinvestments.com, 8 any of you, and you will see the quality that I have.</p> <p>9 So this is obviously an error on the plan with no 10 closets, but I would never, ever put out a product with no 11 closets. That's just --</p> <p>12 MR. RODRIGUEZ: Mr. Smith, what you're saying is 13 that you will revise your plans for approval by the --</p> <p>14 MR. SMITH: I'm simply saying, these plans are 15 going to have closets. I would never build a property with 16 no closets. I mean, I would never do that.</p> <p>17 MR. RODRIGUEZ: I appreciate that. What I'm 18 trying to just clarify with you, because what we're 19 presenting is what was submitted to us.</p> <p>20 So if there are revised plans that you want us to 21 submit -- and you're stipulating that if the Board should 22 approve this project that you will provide revised plans to 23 us for review that will include closets.</p> <p>24 MR. SMITH: That is correct.</p>

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<p style="text-align: right;">Page 90</p> <p>1 MR. RODRIGUEZ: Okay.</p> <p>2 MR. SMITH: If approved. But I don't want to just</p> <p>3 keep spending money and time. Again, I'm just a little</p> <p>4 frustrated. It's been two years, you know. We're looking</p> <p>5 to move forward, not backward. I simply want to move</p> <p>6 forward.</p> <p>7 MR. RODRIGUEZ: Okay. Than you for the clarity,</p> <p>8 Mr. Smith.</p> <p>9 Mr. Chair, we have a hand up from a Board member,</p> <p>10 but we do have --</p> <p>11 CHAIR WETZEL: Yes, please.</p> <p>12 MS. GONZALEZ: Thank you so much, Mr. Chairman.</p> <p>13 I just have a question of Mr. Smith. Did he</p> <p>14 commit to the community that there was going to be another</p> <p>15 meeting?</p> <p>16 MR. RODRIGUEZ: Could we get Justin Smith back?</p> <p>17 (Pause.)</p> <p>18 MR. RODRIGUEZ: Mr. Smith, if you could un-mute,</p> <p>19 please?</p> <p>20 MR. SMITH: Can you hear? When I had the meeting</p> <p>21 -- I have my notes. Some of the callouts were about the</p> <p>22 basements. One of the callouts from Ms. Cummings, she did</p> <p>23 call out basements, and I said I would look into it.</p> <p>24 I did not a hundred percent promise that I would</p>	<p style="text-align: right;">Page 92</p> <p>1 MR. SMITH: I had one meeting with the community.</p> <p>2 MR. BEAUVAIS: Was it a registered community</p> <p>3 organization or was it just a group of neighbors?</p> <p>4 MR. SMITH: Multiple RCOs attended, multiple RCOs</p> <p>5 and a couple members from the community attended. I think</p> <p>6 it might have been six people that attended that meeting.</p> <p>7 MR. BEAUVAIS: Do you recall the RCOs?</p> <p>8 Andrea, can you speak to the meeting requirement,</p> <p>9 just so everybody --</p> <p>10 MR. RODRIGUEZ: I can speak to it. So prior to</p> <p>11 coming to the Board and being presented to the Board, as the</p> <p>12 Board has stipulated, developers who make it through a</p> <p>13 threshold and qualitative review must have a community</p> <p>14 meeting prior to being presented at the Board.</p> <p>15 They are provided with a package that outlines a</p> <p>16 sign-in sheet, also indicates what they have to do. One of</p> <p>17 those requirements is they have to notice all of the RCOs,</p> <p>18 the coordinating RCOs and the adjacent RCOs that are</p> <p>19 impacted by this development. Also, they have to flyer and</p> <p>20 notice people who are directly impacted on the surrounding</p> <p>21 blocks.</p> <p>22 They are required to find a place in the</p> <p>23 neighborhood and to find a convenient time to present the</p> <p>24 project to the community, at which time the community has an</p>
<p style="text-align: right;">Page 91</p> <p>1 go out, flyer, and do the whole human engagement. I said I</p> <p>2 would look into that with my architect.</p> <p>3 Obviously, doing a basement, you have to do a soil</p> <p>4 sample. I'm not even sure if the ground -- I can do a</p> <p>5 basement on that land, right. So why am I going to continue</p> <p>6 to outlay time and energy and there's no guarantee.</p> <p>7 I want to present these plans in front of the</p> <p>8 Board, what I have right now, and get a yea or a nay. That</p> <p>9 is what I'm looking to do.</p> <p>10 MS. GONZALEZ: Right. But the question is, did</p> <p>11 you agree with the community to meet again?</p> <p>12 MR. SMITH: I said I would follow up with, I would</p> <p>13 touch base with them. Doing a whole nother meeting because</p> <p>14 they want basements? I don't know if that's necessary.</p> <p>15 MS. GONZALEZ: Is that a no? You didn't --</p> <p>16 MR. SMITH: Pardon me?</p> <p>17 MS. GONZALEZ: Was that a no, you didn't agree?</p> <p>18 MR. SMITH: That's a no.</p> <p>19 MS. GONZALEZ: Okay.</p> <p>20 MR. BEAUVAIS: But you did meet with the</p> <p>21 community, correct, Mr. Smith?</p> <p>22 MR. SMITH: I did meet with the community.</p> <p>23 MR. BEAUVAIS: How many meetings did you have, Mr.</p> <p>24 Smith?</p>	<p style="text-align: right;">Page 93</p> <p>1 opportunity to provide their feedback on the plans.</p> <p>2 It is also an opportunity for the developers to</p> <p>3 take into account the community's concerns and then it is</p> <p>4 their choice, it's a business decision on their end to amend</p> <p>5 their plans, have subsequent meetings -- we've had</p> <p>6 developers who have had two or three meetings before they</p> <p>7 come to the Board.</p> <p>8 So I'm talking about what packages required. So</p> <p>9 at that point, once we have that proof of the sign-in sheet,</p> <p>10 flyers, and that the meeting occurred, then that's presented</p> <p>11 and submitted to the senior development specialist. In this</p> <p>12 case, it would be Todd.</p> <p>13 At that point, we would review it and determine</p> <p>14 whether they could be presented to the Board at the next</p> <p>15 available Board meeting.</p> <p>16 So those are the requirements that are required.</p> <p>17 But the developer, it's within the purview of the developer</p> <p>18 to -- they can change their plans, they can change the scope</p> <p>19 of their plans, they can do multiple things when they are</p> <p>20 confronted or have conversations directly with the community</p> <p>21 that's impacted.</p> <p>22 MR. BEAUVAIS: And I appreciate that. I guess, as</p> <p>23 I was piggybacking off of Board Member Gonzalez, I was just</p> <p>24 curious if Mr. Smith did meet with several RCOs.</p>

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<p style="text-align: right;">Page 94</p> <p>1 We heard one complaint about, that there was a 2 request to come back. I don't know -- and I wanted to get 3 clarity from him if that request came from multiple RCOs or 4 just that one RCO.</p> <p>5 MR. RODRIGUEZ: Mr. Smith? 6 (No response.)</p> <p>7 MR. RODRIGUEZ: If we could un-mute Mr. Smith? 8 MS. BROWN: He would need to do that from his end. 9 MR. RODRIGUEZ: Mr. Smith, can you un-mute 10 yourself?</p> <p>11 MR. SMITH: Hear me? Can you hear me? 12 MR. RODRIGUEZ: Yes, we can hear you. 13 MR. SMITH: Yes, Darwin. That is correct. Bonita 14 Cummings from Strawberry Mansion Community did request a 15 follow-up. That is accurate. Tometta Graham was also in 16 attendance, and Collin Crossley. I have meeting minutes. I 17 have documentation on everything, which was all forwarded to 18 Todd and everyone.</p> <p>19 Now, a request, that's just what it is. It's a 20 request. I did my part. I showed them what I intended to 21 do. Did I need to, am I required to go back and change my 22 plans and submit a whole new set of plans?</p> <p>23 MR. BEAUVAIS: Let me ask a question, Mr. Smith. 24 Tometta is part of one RCO. Bonita is part of another.</p>	<p style="text-align: right;">Page 96</p> <p>1 egg situation. I mean, you have undercapitalized, 2 historically discriminated against developers who don't have 3 the personal equity to put out hundreds of thousands of 4 dollars on the front end before there is in fact Land Bank 5 Board approval and a City Council resolution in front of 6 them.</p> <p>7 It's very, very difficult to justify spending a 8 bunch of money to get full permit ready plan specs and to 9 design properties that are going to be more expensive than 10 the ones that are in front of you today.</p> <p>11 A large part of what the Accelerator Fund was 12 created for was to provide that pre-development, but-for 13 financing to get the soft cost money available to these 14 developers so that they're able to do these projects.</p> <p>15 But I can't -- you know, if I'm bringing a deal to 16 my loan committee and to my board where we don't have Land 17 Bank Board approval and we're asking our developers to pay 18 commitment fees, to sign on the dotted line, we can't really 19 do that.</p> <p>20 We can't start releasing funds if we don't have a 21 reasonable expectation that there's going to be some kind of 22 Land Bank approval for a project in line with what the Tum 23 the Key program allows for.</p> <p>24 So we're sort of caught in the middle here, and</p>
<p style="text-align: right;">Page 95</p> <p>1 Did Tometta ask you to come back?</p> <p>2 MR. SMITH: Bonita, Bonita was the one. 3 MR. BEAUVAIS: My question is, did Tometta Graham 4 ask you to come back?</p> <p>5 MR. SMITH: No. I said Bonita, Bonita Cummings. 6 MR. BEAUVAIS: Yes, I know, because she stated 7 here today she wanted you to come back. 8 MR. SMITH: Yes. 9 MR. BEAUVAIS: So one RCO was satisfied and 10 another RCO wants you to come back?</p> <p>11 MR. SMITH: Only the one RCO, from my 12 understanding, wanted me to come back. 13 MR. BEAUVAIS: I think I got it. Thanks. 14 MR. RODRIGUEZ: We have David Langlieb again. 15 Also, a question to you, Mr. Chair. Many of these 16 people have commented previously on this item, so we're kind 17 of going into a second round.</p> <p>18 CHAIR WETZEL: Yeah. I think one more and then we 19 need to have a discussion at the Board. 20 MR. RODRIGUEZ: Okay. So David Langlieb. 21 MR. LANGLIEB: Thank you. I really want to be 22 respectful of the Board's time. I just want to make one 23 very, very quick point. 24 Part of the problem we have here is a chicken and</p>	<p style="text-align: right;">Page 97</p> <p>1 you know, I just want to be clear, like, once we get Land 2 Bank approvals, once it goes through City Council, we have 3 additional money, and that's what we're here for, is to 4 provide the pre-development financing that enables these 5 developers to do these projects.</p> <p>6 And so I just wanted to clear that up. I think 7 it's a very critical point. And we have such a deep and 8 abiding need for affordable housing in the city that, you 9 know, that's what we're here for and that's what we're here 10 to do.</p> <p>11 MS. LOPEZ KRISS: I have a quick question for Mr. 12 Langlieb. In your experience with the projects that you've 13 underwritten, once they're approved, do they go back to some 14 sort of design process?</p> <p>15 MR. LANGLIEB: There -- 16 MS. LOPEZ KRISS: How does that happen? 17 MR. LANGLIEB: Well, I mean, unfortunately we 18 haven't done very many of these yet because of how long the 19 process has taken and the difficulty. You've seen a bunch 20 of these projects in front of you before.</p> <p>21 In the cases where we have, additional adjustments 22 to plans up to a certain point are allowable and then, you 23 know, you go to permit drawings. So there is some room for 24 that.</p>

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<p style="text-align: right;">Page 98</p> <p>1 But that entails significant soft cost expenses, 2 which we can provide part of the financing for, but which we 3 can't responsibility do until we know we have the necessary 4 approvals. 5 MR. RODRIGUEZ: I think I probably can shed some 6 more clarity on that. So once the Board approves, should 7 the Board approve, these are taken to Council. 8 Again, in terms of timing issues, like at this 9 point we would have to wait until Council goes back into 10 session in mid-September, in which case resolutions would be 11 approved. 12 Say it's January the Board approves. We would 13 introduce in January to Council and get that approval. Once 14 that is secured, the Land Bank issues what's called a zoning 15 letter. 16 What that does is informs the city and also it's a 17 letter to the developer stating that while the property is 18 still titled to the city and agencies, they have permission 19 to go through the entitlement process. 20 A lot of the projects that you are seeing here 21 right now are by-right projects, all right, so they would 22 have to go to an L&I -- they'd have to do their due 23 diligence which is geotech testing, they'd have to do 24 surveys.</p>	<p style="text-align: right;">Page 100</p> <p>1 So that's really the process on the permitting 2 side. I think it also speaks to the design that you are 3 seeing, is that I don't think most people want to get caught 4 in the zoning timeline, so therefore they try to design 5 properties that will qualify for, you know, by-right 6 permits. 7 The other thing I will tell you is that there is a 8 real costing concern. When you do a basement, you're 9 required to do a notification that adds 60 days so if 10 there's a property either side, it's a vacant lot, you still 11 have to wait 60 days before you can do any excavations. 12 If you are putting in a basement, you are required 13 to do sheeting and shoring, so there are real concerns since 14 L&I has changed the requirements. 15 So I know there's a lot of detail, but I thought 16 it would give you some context. I will stop right there. 17 CHAIR WETZEL: Yeah. I think it's time that we 18 make a decision on this. And let's be clear. Everything 19 that we're voting on today has to get approved by resolution 20 of City Council in September. 21 So having heard everything that we've heard so 22 far, can I get a motion to adopt? 23 MS. LOPEZ KRISS: I make a motion to adopt the 24 resolution.</p>
<p style="text-align: right;">Page 99</p> <p>1 I think the surveys have more impact because of 2 current site conditions. We have what a legal description 3 states is the frontage of the house and the depth -- I mean, 4 the frontage of the lot and the depth of the lot. 5 Trust me, there are times where we have 6 encroachments. The sites, you know, the legal description 7 doesn't actually match the site description, in which case 8 the plans have to be amended and changed, submitted to L&I. 9 Once they get approval for that, and we see that 10 they have their permits, then we move forward with 11 settlement. 12 Before we convey that property, we want to know 13 they have financing in place and they have the permits and 14 they can get moving in the next 30 to 60 days. 15 Should the property be complicated, like a 16 consolidated lot that requires a subdivision plan, what will 17 happen is that they will submit that plan to L&I. It will 18 get rejected, and then they will have to do a subdivision 19 plan, resubmit it, but then it has to go to zoning for an 20 approval. 21 Zoning approvals -- and Darwin, you probably know 22 this better than me -- the city is working really hard to 23 get it under six months, but six months is expedited, and 24 that will complicate a lot of the issues.</p>	<p style="text-align: right;">Page 101</p> <p>1 MR. BEAUVAIS: Second. 2 CHAIR WETZEL: Motion's been made and properly 3 seconded to adopt the resolution. All in favor, say aye. 4 (Chorus of ayes.) 5 CHAIR WETZEL: Opposed? 6 MS. GONZALEZ: Nay. 7 CHAIR WETZEL: The ayes have it. 8 MR. JOHNS: Nay. 9 MS. SAAH: Okay, we -- 10 CHAIR WETZEL: Hold on a second. Hold on. 11 MS. SAAH: We have to do a roll call also to get 12 everybody's vote. 13 CHAIR WETZEL: Yeah, let's do it. 14 MS. SAAH: Herb, what is your vote? 15 (No response.) 16 MS. SAAH: Herbert? 17 CHAIR WETZEL: Aye. 18 MS. SAAH: Sorry. Aye? Yes. Okay. 19 Mr. Beauvais? 20 MR. BEAUVAIS: Aye. 21 MS. SAAH: Ms. Rashid? 22 MS. RASHID: Aye. 23 MS. SAAH: Ms. Lopez Kriss? 24 MS. LOPEZ KRISS: Aye.</p>

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<p style="text-align: right;">Page 102</p> <p>1 MS. SAAH: Mr. Goodman? 2 MR. GOODMAN: Aye. 3 MS. SAAH: Mr. Brown? 4 MR. BROWN: Aye. 5 MS. SAAH: Ms. Gonzalez? 6 MS. GONZALEZ: Nay. 7 MS. SAAH: Ms. Greenberg? 8 MS. GREENBERG: Nay. 9 MS. SAAH: Mr. Johns? 10 MR. JOHNS: Nay. 11 MS. SAAH: We are missing Mr. Jeremiah. He is not 12 in his seat, so his vote, he will be considered absent for 13 this vote, and Nick Dena had to leave for another meeting. 14 So with that, we have nine members and six aye 15 votes, so the ayes have it and the resolution is adopted. 16 CHAIR WETZEL: Thank you. Next item on the 17 agenda? 18 MR. HESTAND: Thank you, Mr. Chair. 19 The next item is agenda V.B.7. Today we are 20 asking the Board to authorize the properties below for 21 disposition to Seamless Development LLC to develop seven 22 single-family homeownership units in the Seventh Council 23 District. The units will each be two stories, without a 24 basement, containing three bedrooms and one and a half</p>	<p style="text-align: right;">Page 104</p> <p>1 Development; Sangkham Phouansouvanh from PREBI Homes; Maleda 2 Berhane from AR Spruce; and Varsovia Fernandez from PA CDFI 3 Network. And there were no letters from any RCO. 4 CHAIR WETZEL: Thank you. Are there comments from 5 the public? 6 MR. RODRIGUEZ: With have Bonita Cummings with her 7 hand up. 8 MS. CUMMINGS: My comment is really not on this 9 project, but you didn't allow me to speak. My hand was 10 raised on the previous project, so I just wanted to know 11 when it's appropriate to say that your vote was based on 12 obviously Mr. Justin not being able to tell the truth and me 13 not being able to come back to this Board to indicate the 14 vote. 15 There were more than one RCO who denied Mr. Smith 16 based on him coming back, if he was willing to come back to 17 the community. So that was not true, so he made accusation 18 against my person that was not accurate. 19 And there was the Strawberry Mansion CDC at that 20 meeting that indicated their vote would need to be no if we 21 were voting at that time. 22 So I don't appreciate Mr. Rodriguez and Mr. Wetzel 23 not taking my hand being raised to state what we expected 24 from the community. Had we known he was going to move</p>
<p style="text-align: right;">Page 103</p> <p>1 bathrooms at approximately 1,100 square feet each. They 2 will be sold to households with incomes at or below 100 3 percent of AMI for a maximum sales price of \$280,000. The 4 homes will be eligible for the Neighborhood Preservation 5 Initiative's Turn the Key Program and will be subject to a 6 Declaration of Restrictive Covenants. The application was 7 unsolicited and evaluated pursuant to the disposition 8 policy. An BOP plan will apply to this project. 9 The addresses are as follows: 1766, 1768, 1770 and 10 1772 N. Bodine Street; 218 Cecil B. Moore Avenue; 2244 and 11 2246 Hope Street. Thank you. 12 CHAIR WETZEL: Are there any questions from the 13 Board? 14 (No response.) 15 CHAIR WETZEL: Hearing none, Andrea, are there any 16 written comments submitted on this item? 17 MS. SAAH: Mr. Chair, yes, there were. We have 18 letters of strong support for the project from Kevin Moran 19 at the Urban Land Institute Philadelphia; Kevin Williams at 20 Black Squirrel collaborative; Lauren Stebbins from the Barra 21 Foundation; Isaac Singleton from Project IV; Brian Murray of 22 Schiff Capital; Mark Lawson of ReNew; Damian Smith of Smith 23 Property Works; David Langlieb from the Philadelphia 24 Accelerator Fund; Ibraheim Campbell from Source City</p>	<p style="text-align: right;">Page 105</p> <p>1 forward, we would have all been on the call today. 2 So I just want to say, the disrespect to the 3 community around the developers, people that are not in our 4 community, from people who have indicated to us that they 5 would do certain things should be upheld. So why you would 6 not allow me to speak, I'm not sure why you ignored me, Mr. 7 Wetzel and Mr. Rodriguez. 8 CHAIR WETZEL: Angel? 9 MR. RODRIGUEZ: We have Mike Tomasetti on the 10 call. 11 MR. TOMASETTI: Hey, thank you, committee. Mike 12 Tomasetti, Civetta Property Group. We are in full support 13 of Anthony and Khalief from Seamless application. We work 14 closely with these guys, and are excited that they're coming 15 to the Board. Thank you. 16 MR. RODRIGUEZ: We have Julian Rios. 17 MR. GONZALEZ: Hi. I'm sorry. This is Will 18 Gonzalez from Ceiba. I don't know why it's under my 19 colleague's name, Julian Rios. 20 Thank you for the opportunity to speak today. I 21 apologize that I did not submit comments in writing. Very 22 impressed by Mr. Evans, both of them, and Mr. Bright. I had 23 the pleasure of meeting them last week, amazing people, wish 24 them the best of luck.</p>

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<p style="text-align: right;">Page 106</p> <p>1 However, to be consistent in the way that Ceiba 2 looks at these matters, the homes are not within the context 3 of the neighborhood, not in terms of brick and mortar but in 4 terms of affordability and access. 5 And so we are hoping that public land can be 6 preserved for public use, for more affordable folks, and so 7 we hope that the Land Bank follows its long-term strategic 8 plan, especially in this area where there's a lot already of 9 market rate development that is happening. 10 And we hope that these lands can be preserved for 11 affordable housing by some of our CDCs that do take into 12 account good quality housing and don't have two or three 13 years of experience but 20 to 30 years of experience and 14 that can provide wrap-around services. Thank you very much 15 for the opportunity to talk about this. 16 And again, I wish the best of luck to Mr. Evans 17 and Mr. Bright, very impressed, and hope that we can work 18 with them on improving the affordability for our community. 19 Thank you. 20 CHAIR WETZEL: Thank you. 21 MR. RODRIGUEZ: We have Timour Kamran. 22 MR. KAMRAN: Hi. Good afternoon, everyone. Yes, 23 my name is Timour Kamran. I am a member of the executive 24 committee of one of the affected ROCs, Norris Square</p>	<p style="text-align: right;">Page 108</p> <p>1 the people, when we income certify them, are at 57 percent 2 of AMI. So they're below 60 percent of AMI. 3 It's a legislative piece where Council in the 4 previous administration had passed legislation tied to a 5 bond issuance where they had capped the affordability rate 6 at 100 percent of AMI. 7 But in practice, what we're seeing and qualifying 8 people for to move in is much lower. So our average is 57 9 percent of AMI. 10 CHAIR WETZEL: Any more public comment? 11 MR. RODRIGUEZ: We have Mohammed Rushdy. 12 CHAIR WETZEL: And I think Mr. -- go ahead. Go 13 ahead, let's go with Mo Rushdy, please. 14 MR. RUSHDY: Thank you, Mr. Chair. I just wanted 15 to offer my support to Seamless. They're really the real 16 deal out there, great guys, great carpenters. They do great 17 work, and an example of a development company that in less 18 than a decade will be doing a lot of work in Philadelphia. 19 They're really good. They know what they're 20 doing. I've seen them speak to communities. I think Mr. 21 Will Gonzalez has attested to their professionalism in the 22 way they speak to communities. I've witnessed them speak to 23 Mantua and other parties. They're good people. 24 The other two points, I just want to be sure, I'm</p>
<p style="text-align: right;">Page 107</p> <p>1 Community Action Network. I believe two of the proposed 2 units are within our ROC boundaries. 3 And I just had one question. I'm not sure if the 4 developer is on, but I wanted to clarify something that was 5 in the brochure that was distributed. 6 The flyer reads that, well, one of the bullet 7 points is that the homes will be offered for residents with 8 income at or below 100 percent area median income. And so I 9 just wanted to clarify, will any of the proposed units be 10 offered at an affordability for 80 percent AMI or below, or 11 will they all be at 100 percent AMI, since the language in 12 the flyer sort of leaves room for either to be the case. So 13 thank you. That's my question. 14 MR. RODRIGUEZ: So I can probably give you some 15 more information on that. These properties, should they be 16 approved by the Board, would qualify for the Turn the Key 17 program. 18 The way it was proposed, and this is the ceiling, 19 would be at 100 percent of AMI. What I can tell you is that 20 what we average in terms of qualified homebuyers that 21 received these soft second mortgages from Turn the Key, 22 which in this case, \$280,000 at 100 percent of AMI would be 23 an additional \$75,000, and if they're qualified, another 24 \$10,000 from Philly First Home, what we're seeing is that</p>	<p style="text-align: right;">Page 109</p> <p>1 just going to emphasize again what Angel said, because we 2 say the word hundred percent AMI. 3 Everyone kind of raises flags and says hundred 4 percent AMI. Well, the average house is actually house than 5 what the tables show for 50 percent of AMI on the rental 6 chart. 7 And so, you know, it's all semantics and it's all 8 people kind of talking, you know, different languages. But 9 when it comes to numbers and housing cost and up to a 10 hundred percent for sale housing with a Turn the Key 11 subsidy, okay, ends up being in the fifties in terms of an 12 AMI, it's actually 57 percent AMI, but the average rental 13 number is even less than 50 percent AMI on the rental chart. 14 And also, when it comes to the Seventh District, I 15 just want to also comment and say, you know, even though 16 it's not offering support here, I just want to make sure 17 that the Seventh District, HACE specifically, is consistent 18 with their approvals or disapprovals when it comes to for 19 sale homeownership affordable housing. 20 It's important to be consistent, okay, and let's 21 just review back the record and see if this application here 22 is anything less or more than what has been approved before. 23 Thank you very much. 24 MR. RODRIGUEZ: We have --</p>

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<p style="text-align: right;">Page 110</p> <p>1 CHAIR WETZEL: Any more public comment?</p> <p>2 MR. RODRIGUEZ: We have Timour Kamran again.</p> <p>3 MR. KAMRAN: Hi. I appreciate the answer from Mr.</p> <p>4 Rodriguez, and I just wanted to make sure that I'm</p> <p>5 understanding correctly, because my question is really,</p> <p>6 before the city, you know, pays down the \$75,000 from the</p> <p>7 Turn the Key program, would any of the units be considered</p> <p>8 affordable at 100 percent -- or, sorry, 80 percent AMI or</p> <p>9 lower?</p> <p>10 MR. RODRIGUEZ: If we had -- I mean, can you</p> <p>11 clarify your question? It was a little convoluted. I'm</p> <p>12 trying to understand, what's the crux of the question that</p> <p>13 you're asking, so that I can answer it correctly.</p> <p>14 CHAIR WETZEL: I think, just for a second, we've</p> <p>15 got a maximum sale price of \$280,000. We have an NTI soft</p> <p>16 second mortgage that would write that down by \$75,000. We</p> <p>17 have another potential \$10,000 from Philly First Home, which</p> <p>18 brings it down to \$195,000.</p> <p>19 MR. RODRIGUEZ: Correct. And then, so, and just</p> <p>20 to be clear, the Philly First Home is guaranteed once you</p> <p>21 qualify for Turn the Key. So you're getting \$85,000 of</p> <p>22 subsidy from the city.</p> <p>23 Then the partner banks, we have 13 partner banks,</p> <p>24 they provide an additional -- the average on what they're</p>	<p style="text-align: right;">Page 112</p> <p>1 so much equity built in there.</p> <p>2 The one other thing that we did take into account,</p> <p>3 and I think it's important to note for the Turn the Key</p> <p>4 program, is that we have an agreement with the OPA which</p> <p>5 assesses real estate taxes.</p> <p>6 These properties will not be assessed any higher</p> <p>7 than when they went to closing, so \$280,000 during the life</p> <p>8 of the soft second mortgage, those taxes will never be</p> <p>9 assessed higher.</p> <p>10 And all of these properties are eligible and do</p> <p>11 obtain the tax abatement, so that's also, when you think</p> <p>12 about long-term affordability, we've also built that into</p> <p>13 the program.</p> <p>14 MR. KAMRAN: Okay. Thank you. If I could just --</p> <p>15 that's helpful and I think a clearer way to phrase my</p> <p>16 question would just be, will the overall sale price of all</p> <p>17 the units be \$280,000?</p> <p>18 MR. RODRIGUEZ: Correct.</p> <p>19 MR. KAMRAN: Okay.</p> <p>20 MR. RODRIGUEZ: There are no other hands --</p> <p>21 CHAIR WETZEL: Further public comment?</p> <p>22 MR. RODRIGUEZ: We have one more hand raised, a</p> <p>23 new hand. That's Robert Merkle.</p> <p>24 CHAIR WETZEL: Please go ahead, Robert.</p>
<p style="text-align: right;">Page 111</p> <p>1 providing is \$10,000. It varies. Bank of America is at the</p> <p>2 high end, \$17,500, but you have an additional \$10,000 which</p> <p>3 buys it down even further.</p> <p>4 What we're seeing, to what Mr. Rushdy was talking</p> <p>5 about, average interest rates that qualified Turn the Key</p> <p>6 buyers are getting is 6.7 percent on a mortgage. The</p> <p>7 average monthly payment is \$1,352. We've seen as low as</p> <p>8 \$982 or \$992.</p> <p>9 The point that Mr. Rushdy was trying to say as</p> <p>10 apples to apples comparison is, if you did a three bedroom,</p> <p>11 two bath house and you were going to oversee that kind of</p> <p>12 unit type with say approved PHFA rentals at 80 percent of</p> <p>13 AMI, they allow you to charge \$2,386. If you're at 50</p> <p>14 percent of AMI, that's \$1,491 a month that you can charge in</p> <p>15 rent under PHFA. And that's subsidized rental housing.</p> <p>16 So the mortgage payment is much lower than even</p> <p>17 subsidized rental payment. The benefit is, where we try to</p> <p>18 target, that these are unsolicited plans, is that you're</p> <p>19 building equity, right.</p> <p>20 This also is what helps the banks underwrite the</p> <p>21 homebuyer, because the price is capped at \$280,000, and</p> <p>22 therefore the surrounding comps are much higher, so there's</p> <p>23 built-in equity, and the homebuyer, they're probably end up</p> <p>24 in this scenario with a mortgage of \$185,000, so they have</p>	<p style="text-align: right;">Page 113</p> <p>1 MR. MERKLE: Sorry about that. I had to adjust my</p> <p>2 microphone. HI there. Robert Merkle. I'm a homeowner on</p> <p>3 Orianna Street, just a block or two blocks away from Bodine</p> <p>4 Street.</p> <p>5 I just wanted to sort of resonate with everyone</p> <p>6 talking about context in the neighborhood and in the</p> <p>7 architecture.</p> <p>8 This is a neighborhood of row homes with</p> <p>9 basements. It's a rapidly developing neighborhood. It's</p> <p>10 changing. My partner and I, we're first time homebuyers.</p> <p>11 We moved here from New York City because we couldn't afford</p> <p>12 a home in New York but we could here.</p> <p>13 There's a lot of change going on in this</p> <p>14 neighborhood and it's just -- the other part of my comment</p> <p>15 is, I wanted to go -- I went to the committee that was held</p> <p>16 by Seamless, hoping to get some kind of trust and</p> <p>17 understanding as to what was being built.</p> <p>18 And I did to a certain degree, but my comment</p> <p>19 about the meeting was, I walked into, it was basically a</p> <p>20 hallway about ten rows deep with no sound system and a 60</p> <p>21 inch TV in front.</p> <p>22 I couldn't hear or see anything when I walked in.</p> <p>23 The meeting was completely useless to me as a community</p> <p>24 member. And I think we should hold these developers to</p>

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<p style="text-align: right;">Page 114</p> <p>1 higher standards than that when holding community meetings 2 so that the community feels heard. Thank you. 3 CHAIR WETZEL: We have Khalief Evans. 4 MR. EVANS: Good afternoon, everyone. Thank you, 5 Chairman, Angel Rodriguez, Todd, and other members of the 6 Board for having us. Thank you for everyone who spoke 7 today, and honor to you all. 8 I do want to respond to the last comment and makes 9 points to various other comments. So this last meeting that 10 we held this past Thursday, I believe it was, it was to 11 accommodate the community and it was a request from the 12 particular RCO, South Kibbletown Community Partners. 13 It was quite of a last minute request. We ended 14 up holding the meeting just to accommodate and to further 15 notify the community of the project that we were proposing. 16 So we do apologize for any inconveniences or any information 17 that you might have not heard, but we did do our best to 18 oblige with so, you know, last minute notifications and time 19 to prepare. 20 We did hold our initial meeting, our formal 21 meeting a month prior, and we did have a great outcome for 22 the most part. We didn't receive any negative feedback in 23 regards to sound or being able to receive information. So 24 yet again, I do apologize for that unfortunate moment that</p>	<p style="text-align: right;">Page 116</p> <p>1 regards to amortization and those deed restrictions, it does 2 -- it's very important. It's imperative in regards to that 3 affordable housing piece. I yield the floor. Thank you. 4 MR. RODRIGUEZ: Thank you, Mr. Evans. 5 There are no other hands raised. 6 CHAIR WETZEL: Thank you. We're going to lose 7 some Board members here. It's almost going to be 1:00 soon. 8 Can I get a motion to adopt? 9 MR. BROWN: Motion to adopt. 10 CHAIR WETZEL: Can I get a second? 11 MR. BEAUVAIS: Second. 12 CHAIR WETZEL: The motion has been made and 13 properly seconded. All in favor, say aye. 14 (Chorus of ayes.) 15 CHAIR WETZEL: Nay? 16 (No response.) 17 CHAIR WETZEL: Ayes have it. Side yard. 18 MR. RODRIGUEZ: Thank you, Mr. Chair. Today we're 19 asking the Board to authorize the property, 1900 East 20 Lehigh, for conveyance to Quay and Mui A. Phong as a side 21 yard. The applicant owns and resides in the adjacent home. 22 There will be an irrevocable power of attorney that will be 23 placed on the property and the property will be subject to a 24 30 year mortgage and permanently restricted for use as a</p>
<p style="text-align: right;">Page 115</p> <p>1 you had. 2 Now, in regards to the aesthetics, our aesthetics 3 for our facade does match the area, the community. We 4 intentionally did that to make sure that we obliged and made 5 sure we matched, our buildings match the current fabric. 6 In addition, thank you, Mo, for making some valid 7 points as well, and Angel as well, to the affordability 8 piece with these proposals. 9 The second soft mortgage is a vital piece to the 10 Turn the Key program. It really makes a huge difference. 11 And that piece cannot be ignored when considering the 12 program, because it's almost like the most important piece 13 to making it affordable. 14 So it being listed at \$280,000, I don't want 15 future buyers to be discouraged by the language without 16 properly understanding that soft mortgage is a part of the 17 program and it does make the homes affordable. 18 And that's also to Will's point. I agree to you 19 as far as working closely with the CDCs and making, you 20 know, the Turn the Key program, PHDC and the Land Bank 21 working a lot closer with these groups, but also educating 22 the community of the language that's imposed in a lot of 23 these documents and whatnot, because once again, the soft 24 mortgage that a lot of people don't really understand in</p>	<p style="text-align: right;">Page 117</p> <p>1 side yard. 2 CHAIR WETZEL: Are there any questions from the 3 Board? 4 (No response.) 5 CHAIR WETZEL: Hearing none, have we any written 6 comments on this item, Andrea? 7 MS. SAAH: We received no comments. 8 CHAIR WETZEL: Are there any comments from the 9 public? 10 MR. RODRIGUEZ: We have one hand raised -- no 11 hands raised. 12 MS. LOPEZ KRISS: I have one comment. It's not a 13 question on this particular disposition, if there are no 14 public comments. 15 MR. RODRIGUEZ: There are none. 16 MS. LOPEZ KRISS: This particular property is 17 valued at \$75,000. There are other vacant lots in that area 18 that are going for \$80,000 and potentially more. There's 19 one for 60 grand, too. 20 This lot is also within the Andrew Brown school 21 catchment, which is, from what I can tell, an up and coming 22 school with award winning teachers. 23 It just seems like an unfortunate -- it seems like 24 a missed opportunity to build affordable housing in an area</p>

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<p style="text-align: right;">Page 118</p> <p>1 that would provide more economic integration.</p> <p>2 MR. RODRIGUEZ: So thank you for the question,</p> <p>3 Rebecca, and the statement. This particular resident has</p> <p>4 lived in that area -- we have been in communication and</p> <p>5 consultation with the councilman from the First District.</p> <p>6 It's their wish to see this conveyed as a side yard to this</p> <p>7 long-standing resident.</p> <p>8 I will say that, and I've mentioned this to the</p> <p>9 Board, there were certain issues when it was at PRA, and</p> <p>10 there were certain things that we had to make sure they</p> <p>11 complied with, but they have been using this to grow herbs</p> <p>12 and things like this.</p> <p>13 So this is a way for us to legally convey it to</p> <p>14 them and give them title, and something that is supported by</p> <p>15 the council office.</p> <p>16 And I will just stipulate that the First District</p> <p>17 is probably the most amenable district to competitive sales</p> <p>18 and RFPs, and so this is really about the councilman really</p> <p>19 considering his constituent's request.</p> <p>20 MS. LOPEZ KRISS: I appreciate that background.</p> <p>21 MR. RODRIGUEZ: Okay.</p> <p>22 CHAIR WETZEL: Are there any other comments from</p> <p>23 the Board?</p> <p>24 (No response.)</p>	<p style="text-align: right;">Page 120</p> <p>1 MR. BEAUVAIS: Jemifer.</p> <p>2 MS. SAAH: Thank you.</p> <p>3 CHAIR WETZEL: All right. So are there any old</p> <p>4 business of the Board that the Board or the public would</p> <p>5 like to discuss, from the Board?</p> <p>6 (No response.)</p> <p>7 CHAIR WETZEL: To the public?</p> <p>8 MR. RODRIGUEZ: We have Adam Butler with his hand</p> <p>9 raised.</p> <p>10 MR. BUTLER: Hi. I had come to a previous Board</p> <p>11 meeting to raise this issue on behalf of Iglesias Gardens.</p> <p>12 The Land Bank Board approved our disposition in November</p> <p>13 2020. Council passed legislation adopting our disposition</p> <p>14 in June 2021. We still have not heard from the Land Bank</p> <p>15 about what the plans are.</p> <p>16 We agreed with a large group of community members</p> <p>17 on a new mortgage structure in the spring. We sent a</p> <p>18 communication to the Land Bank staff in June, asking for an</p> <p>19 update. It's radio silence.</p> <p>20 I would like to know from the Board, what is the</p> <p>21 plan to finally start disposing garden mortgages?</p> <p>22 MR. RODRIGUEZ: Andrea, you can speak to that.</p> <p>23 MS. SAAH: This is a question with respect to</p> <p>24 Iglesias Gardens. As I mentioned to someone -- I think it</p>
<p style="text-align: right;">Page 119</p> <p>1 CHAIR WETZEL: No public comment, Angel?</p> <p>2 MR. RODRIGUEZ: There is one from Adam Butler.</p> <p>3 CHAIR WETZEL: Okay.</p> <p>4 MR. BUTLER: Sorry, this is for general comment.</p> <p>5 Hang on a second.</p> <p>6 MR. RODRIGUEZ: So there is no public comment.</p> <p>7 CHAIR WETZEL: Right. Can I get a motion to adopt</p> <p>8 this resolution?</p> <p>9 MS. GONZALEZ: I move to approve the disposition</p> <p>10 of this parcel.</p> <p>11 CHAIR WETZEL: Can I get a --</p> <p>12 MS. GREENBERG: Second.</p> <p>13 CHAIR WETZEL: A motion has been made and properly</p> <p>14 seconded to approve this resolution. All in favor, say aye.</p> <p>15 (Chorus of ayes.)</p> <p>16 MR. RODRIGUEZ: Andrea has raised her hand.</p> <p>17 MS. SAAH: Go ahead, vote. I'll ask my question</p> <p>18 later.</p> <p>19 MR. GOODMAN: Aye.</p> <p>20 CHAIR WETZEL: Against, nay?</p> <p>21 (No response.)</p> <p>22 CHAIR WETZEL: Ayes have it.</p> <p>23 MS. SAAH: Can I just ask who seconded? People</p> <p>24 were talking --</p>	<p style="text-align: right;">Page 121</p> <p>1 was NVT, one of the garden groups -- we are still working on</p> <p>2 the declaration of restrictive covenants which will be</p> <p>3 applied to all garden dispositions, and that has to be</p> <p>4 approved across the agencies because we all have the same</p> <p>5 process, and that is just taking a bit of time because we</p> <p>6 are all very, very engaged with a lot of other work.</p> <p>7 We're trying to move this forward as quickly as</p> <p>8 possible, and I'm hoping that we can get all the garden PDAs</p> <p>9 and mortgages and declarations out to all the gardens</p> <p>10 hopefully by the end of July or mid-August.</p> <p>11 Again, we've just got a lot going on, and gardens</p> <p>12 are -- you know, as you mentioned, Mr. Butler, the documents</p> <p>13 were approved in the spring and there have been some other</p> <p>14 discussions with gardeners in the meantime.</p> <p>15 So we are working on it, and it's not that we're</p> <p>16 trying to ignore you.</p> <p>17 MR. RODRIGUEZ: If I could just add to that, it's</p> <p>18 just important that everybody understand that the PRA and</p> <p>19 the Land Bank have to follow the disposition ordinance and</p> <p>20 disposition policies, so we can't have disparate processes.</p> <p>21 So that's actually where the issue is, so we're</p> <p>22 contending, me in an administrative role, contending with</p> <p>23 two different legal departments. So that's what's having an</p> <p>24 impact. We also have to run it by City Law as well.</p>

Exhibit A

**Board Of Directors Meeting
07/16/2024**

<p style="text-align: right;">Page 122</p> <p>1 So again, apologies. It's not our intention to 2 drag this out any longer than we need to. 3 CHAIR WETZEL: Thank you, Angel. 4 Is there any new business the Board and public 5 would like to discuss? 6 MR. GOODMAN: Can I just ask a clarifying question 7 on that piece? So if the three different agencies have 8 agreed in concept to changes that would be made to the 9 declaration of restrictive covenants, and one of the three 10 agencies, in this case the Land Bank, is furthest along in 11 actually like incorporating the text changes into the -- you 12 know, updating the actual document, the Land Bank staff 13 still cannot advance any of the applications that are 14 specific to the Land Bank until the other two agencies make 15 the same text edits officially? Am I getting that right? 16 MR. RODRIGUEZ: Yeah. Part of the issue here -- 17 and you're aware of this Andrea, I think more intimately 18 aware of the problem that we face with deed transfers. 19 Because the vast majority of our properties are 20 conveyed to us from other agencies, we have to make sure 21 that we're satisfying the city's requirements, PRA's 22 requirements for PRA titled land, and then also there's what 23 the Land Bank Board is talking about and how we dispose of 24 it.</p>	<p style="text-align: right;">Page 124</p> <p>1 completion, or a side yard. There's a low threshold to get 2 a certificate of completion. 3 If we don't do this work in the front end, 4 addressing those deed compliance and chain of title issues, 5 the city will require us to get a release from the city and 6 then a release from PRA, and you're still going to end up 7 that time. 8 So we're trying to front load the time so that 9 when we do it, there won't be any hiccups. And again, this 10 is one of those administrative issues that most of the 11 public aren't aware of, but we have to satisfy those issues. 12 The vast majority of the land that we get, out of 13 the three agencies, the city still holds the vast majority 14 of the land. 15 MR. GOODMAN: Well, the Land Bank is the youngest 16 agency, right, so no matter what, I guess the land is, in 17 most cases, the land is coming from somewhere else. 18 MR. RODRIGUEZ: Right. 19 MR. GOODMAN: So it sounds like, even if the Land 20 Bank, even if the interagency transfer happened, whatever, 21 five, six, seven, eight years ago, there's still like a hook 22 from the other agency that needs to be satisfied before the 23 land gets externally transferred. That's what I'm getting? 24 MR. RODRIGUEZ: Yeah.</p>
<p style="text-align: right;">Page 123</p> <p>1 That's what adds the complication to it, is that, 2 you know, we've got to sit down with City Law and make sure 3 that -- and just as background, for the transfers that we're 4 doing, it took about five or six months just to agree to a 5 deed format with City Law, just so we could start moving 6 things along. 7 But that's why we have to follow this process, so 8 things aren't incongruent. And it's just one of those 9 issues that we have to deal with administratively. 10 MR. GOODMAN: When there's properties that have to 11 be transferred from one agency to another, then I certainly 12 understand that, right, because multiple agencies will be 13 part of that transaction. 14 But in a situation where an eligible, qualified 15 applicant submits a comprehensive application for a garden 16 that is already owned by the Land Bank, those can advance in 17 the meantime, right? 18 MR. RODRIGUEZ: Depends on where the chain of 19 title came from. So we have to comply with -- and when we 20 put a document in there, it has to go back to and satisfy 21 the needs of the chain of title. 22 And I will tell you that we've had situations 23 where, you know, we're trying to avoid where if -- like, say 24 a garden has a low threshold to get a certificate of</p>	<p style="text-align: right;">Page 125</p> <p>1 MR. GOODMAN: So -- 2 MR. RODRIGUEZ: Okay. Thank you. 3 MS. SAAH: The review is part of their review of 4 the transfer deeds, and they also request all title 5 commitment. 6 MR. RODRIGUEZ: Mr. Chair, Adam Butler had another 7 question that he wanted to address to the Board. 8 CHAIR WETZEL: Sure. 9 MR. BUTLER: I have a million follow-up questions 10 but I'm going to save it because I know that everyone is 11 checked out on this meeting and it's very frustrating. 12 Mayor Parker has returned everyone to the office. 13 When is the Land Bank going to start meeting in person? 14 When is this Board going to start meeting in person? 15 MR. RODRIGUEZ: If it's okay with you, Mr. Chair, 16 it is our intention to go back to in-person meetings in 17 September. 18 MR. BUTLER: On that former item, you know, we 19 have been sending emails. We convened a huge group of 20 stakeholders. We incurred enormous personal expense at the 21 garden in legal fees to negotiate that mortgage. PILC, NGT, 22 dozens of other gardens convened in this format to get this 23 done. 24 The Board and Council approved these three years</p>

Exhibit A

**Board Of Directors Meeting
07/16/2024**

<p style="text-align: right;">Page 126</p> <p>1 ago. It's crazy that we're waiting three years still for 2 you guys to work this out. 3 All these other things are happening. It doesn't 4 make sense. You are not conveying for any gardens. It is 5 in violation of the spirit and the original plan of the Land 6 Bank, and it doesn't make any sense that this is not getting 7 done. 8 And honestly, my question is for the Board, not 9 for Andrea and not for Angel, about is it okay that it's 10 three years and that when we email Land Bank staff, they 11 ignore us and don't answer the questions. 12 CHAIR WETZEL: You know, Mr. Butler, it's not 13 okay, but we're going to fix it. It's going to take a 14 little time but we're going to fix it. 15 MS. GREENBERG: So I would suggest, we talked a 16 lot during this meeting about some of these design standard 17 issues being a good topic for the Policy and Planning 18 Committee to take up. 19 I would suggest that looking at these sort of 20 structural barriers around garden disposition be another 21 issue. 22 Based on PHDC's recent annual report, there are 60 23 pending applications waiting for settlement, and based on 24 the numbers we saw today, zero went to settlement in fiscal</p>	<p style="text-align: right;">Page 128</p> <p>1 2 (Chorus of ayes.) 3 CHAIR WETZEL: Thank you, thank you, thank you. 4 Be careful. It's extremely hot out there today, folks. Be 5 very, very, very careful. And I thank you for your time and 6 patience today. 7 (Whereupon, at 1:01 p.m., the proceedings were 8 concluded.) 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p>
<p style="text-align: right;">Page 127</p> <p>1 year '24. So we've got to figure out how this gets 2 streamlined. 3 CHAIR WETZEL: I agree. Our Policy and Planning 4 Committee has got a lot of work to do, and let's get it 5 organized. I'll be following up with an email after this 6 meeting. 7 I really appreciate -- this was a long, we've been 8 at this, what, four and a half hours now, or three and a 9 half. Feels like eight hours. We've got to figure out a 10 better way to do this. 11 And so, you know, we've got to put our heads 12 together, and now we have two committees to get up and 13 operational. I want to do that as soon as possible. 14 I'm going to follow up this Board meeting with an 15 email and fix this. It's not perfect. It's got a lot of 16 issues because there are a lot of layers of government 17 involved in this, but that doesn't mean we can't do a better 18 job. So we'll figure it out. Thank you, Jennifer. 19 Hearing nothing else, can I get a motion to 20 adjourn? 21 MS. GONZALEZ: So moved. 22 MS. LOPEZ KRIS: Second. 23 CHAIR WETZEL: I don't even -- I'll call it. All 24 in favor, aye.</p>	<p style="text-align: right;">Page 129</p> <p>1 2 3 C E R T I F I C A T I O N 4 5 I hereby certify that the foregoing proceedings, the 6 Philadelphia Land Bank Board of Directors Meeting, were 7 reported by me on July 16, 2024, and that I, John A. Kelly, 8 read this transcript and attest that this transcript is a 9 true and accurate record of the proceedings. 10 11 By:  12 John A. Kelly 13 Court Reporter 14 15 16 17 18 19 20 21 22 23 24</p>

Exhibit B



1234 Market St., 16th Floor, Philadelphia PA 19107
philadelphialandbank.org

MEMORANDUM

To: Philadelphia Land Bank Board of Directors
From: Angel Rodriguez, Executive Director
RE: Executive Director’s Report
Date: July 16, 2024

Dispositions as of June 30, 2024:

FY 2024 - PLB TOTAL CONVEYED

No. of DOR Parcels	231
No. of Lots in Parcels	309
Housing - # of Lots	288
Housing - Total # of Units	315
# of Units 30% to 50% AMI	2
# of Units 60% to 90% AMI	100
# of Units 100% to 120% AMI	191
# of Units Market	22
Side yards	17
Garden/ Open Sp.	0
Business Expansion	3

TURN the KEY

The total number of Turn the Key housing units approved by the land bank between FY 2023-24 is 724; 460 (64%) of those housing units are either complete or under construction.

- In FY 2023 the Land Bank settled on 156 Lots for 11 TTK housing projects (they are all currently either complete or under construction) producing
 - 168 Housing units
 - 106 units between 80% AMI
 - 62 units between 100% AMI
- In FY 2024 the Land Bank settled on 277 Lots for 15 housing projects (they are all currently under construction) producing
 - 292 Housing units
 - 102 units up to 80% AMI
 - 190 units up to 100% AMI
- 103 homes completed
- 62 homes sold
- 38 homes under agreement
- 45 homes sold to City of Philadelphia employees
- \$6.4M total amount of TTK mortgages committed
- \$1,000,000 total amount of Philly First Home Grants committed

TTK Homebuyer Information

- 57% AMI Average Homebuyer Area Median Income
- Average Turn the Key mortgage \$69,069.00

Exhibit B

Minority Developer Program

MDP is a hands-on, business assistance program for minority developers & contractors in Philadelphia to promote wealth creation & business growth.

The program offers a wide array of services to firms that are owned and controlled at least 51% by minority developers & contractors doing business in Philadelphia

- Hosted two cohorts; Pilot Program (Cohort 1) launched January 2022; Cohort 2 launched July 25, 2023.

Minority Developer Summary of Awards (January 2021 – Present)

Non-competitive proposals awarded to MDP participants:

- Agile Development Corp – 2929 N 13th Street: 3 units (2021)
- Benchmark Construction Group – 13th and Bainbridge: 45 units (2022) (PRA)
- Fine Print Construction – Beywatch: 44 units (2022)

Competitive proposals awarded to MDP Joint Ventures:

- 3Square Developers (West Powelton Development Corp with Wilson-Drake Development) – 152-58 W Logan Street: 12 units (2021)
- BMK partnering with Fine Print Construction (Greys Ferry – Wharton RFP): 25 units (2022)
- BMK partnering with Fine Print Construction (Greys Ferry – Wharton/Dover RFP): 22 units (2022)

PHDC is also partnering with other Minority Developer Training programs such as:

- the Collective,
- Black Squirrel/Philly Rise and
- the BIA's Urban Developers Assoc. (UDA) Program.
 - Today we are asking the board to approve 7 qualified applications from UDA participants.

Economic Opportunity Plan (EOP) Oversight

An Economic Opportunity Plan (EOP) is required for any development that includes city land or financing with total development costs over one hundred thousand dollars (\$100,000.00). Garden/ Open Space and Side Yard dispositions are exempt.

The EOP is set between the approved developer and the Division of Housing and Community Development (DHCD). DHCD's Monitoring and Compliance unit is responsible for oversight and compliance. EOP percentages are based on the total development costs, number of contracts issued to general contractors, sub-contractors by trade, architects, engineers, material suppliers, etc. and based on the employees hired to complete the development. For employees, the compliance group looks for demographic information and residency in Philadelphia.

Reports are due by the tenth (10th) day of every month after construction starts. A construction kick-off meeting is held for each development at which Land Bank Staff, the Compliance unit and the Developer meet. The Compliance unit reviews the reporting requirements with the Developer and the Land Bank issues its notice to proceed.

The Compliance unit (not the Land Bank) collects the required information and issues a report to the Developer apprising them of their status in achieving the agreed upon goals. Should the Developer materially fall behind the agreed upon goals as determined by the Compliance unit, the Compliance unit will alert the Land Bank. At that time, depending on the situation, the Land Bank may issue a stop work order.

The Compliance Unit will share the final achieved EOP levels at the Land Bank's request, but the Land Bank is not authorized to report those numbers. A request for this information must be directed to the Compliance Unit.

Exhibit C

RESOLUTION NO. 2024 - 25

**RESOLUTION APPROVING REORGANIZATION OF STANDING COMMITTEES AND ADOPTING
CHARTERS FOR FINANCE COMMITTEE AND
FOR POLICY AND PLANNING COMMITTEE**

WHEREAS, the Philadelphia Land Bank Board of Directors (the “**Board**”) previously approved the creation of several standing committees known as the Finance Committee, the Strategic Planning Committee, and the Policy Committee;

WHEREAS, the Board wishes to consolidate the Strategic Planning Committee and the Policy Committee into one standing committee to be known as the Policy and Planning Committee;

WHEREAS, the Board wishes to adopt the charters for the Finance Committee and for the Policy and Planning Committee which are attached hereto as **Exhibit A**;

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

1. The Strategic Planning Committee and the Policy Committee are hereby consolidated into the Policy and Planning Committee.
2. The proposed charters for the Finance Committee and the Policy and Planning Committee attached hereto as **Exhibit A** are hereby adopted.
3. This Resolution complies with all applicable terms and conditions of Chapter 16-700 of the Philadelphia Code and the Bylaws of the Philadelphia 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 July 16, 2024.

Exhibit C

Exhibit A to Resolution 2024-25

PHILADELPHIA LAND BANK FINANCE COMMITTEE CHARTER

July 16, 2024

Role

The Finance Committee (“Committee”) of the Philadelphia Land Bank (“PLB”) Board of Directors (the “Board”) is not authorized to take any official action on behalf of the Board or to render advice as a committee. The Committee shall be responsible for reviewing and discussing with the Board and PLB management the financial policies, goals and budgets that support the mission, values, and strategic goals of the PLB. The Committee shall also regularly review the financial performance of the PLB compared with its goals and the financial implications of major transactions and programs. The primary responsibilities of the Committee are to: 1) assist the Board with securing and maintaining the PLB’s sound financial status; 2) review and discuss with the Board and PLB management, as appropriate, the adoption or amendment of financial strategies or policies, as may be presented to the Board for decision; and 3) assist in ensuring responsible fiscal practices.

Structure

Membership on the Committee shall be determined by the Chair of the Board in consultation with the Vice Chair, Secretary and Treasurer.

Any Board member may inform the Chair of their interest in serving on the Committee or may recommend another Board member to serve on the Committee.

The number of Board members serving on the Committee must always be less than a quorum of the Board, that is, no more than five (5) Board members may serve on the Committee.

The Chair shall endeavor, as is reasonably possible, to appoint an equal distribution of Board members appointed by the Mayor and Board members appointed by City Council to the Committee.

The Treasurer shall serve as Chairperson of the Finance Committee.

Meetings

The Committee shall meet at least four times a year (no less than quarterly), or when necessary, at the call of the Committee Chair. Meeting dates and times are to be specified in advance. Monthly meetings for the purpose of preliminary review and discussion regarding resolutions pertaining to financial policies, goals, budgets, performance, and major transactions of the PLB, which resolutions are proposed to be brought before the full Board, will be scheduled as needed based on the schedule of Board meetings.

A majority of the Committee’s members must be present to hold a Committee meeting. Members may participate by teleconference or similar means.

Authority and Responsibilities

In furtherance of its mission, the Committee shall:

- Review and discuss policies that maintain and improve the financial health and integrity of the PLB;
- Review and discuss the annual operating budget proposed by PLB management;
- Review and discuss a long-term financial plan for the PLB;

Exhibit C

- Review and discuss capital expenditures and unbudgeted operating expenditures that exceed management's spending authority, which is \$75,000, or as part of a proposed policy determination;
- Review and discuss the financial aspects of major proposed transactions, new programs and services, as well as of proposals to discontinue programs or services, for Board action, as appropriate;
- Review and discuss proposed expenditures for acquisitions at sheriff's sales;
- Keep informed of and monitor the financial performance of the PLB as a whole against approved budgets, long-term trends, and industry benchmarks;
- Review and discuss requiring and monitoring corrective actions to bring the organization into compliance with its budget and other financial targets, as appropriate; and
- Report at least annually to the Board with respect to the activities of the Committee.

Exhibit C

PHILADELPHIA LAND BANK POLICY AND PLANNING COMMITTEE CHARTER

July 16, 2024

Role

The Policy and Planning Committee (“Committee”) of the Philadelphia Land Bank (“PLB”) Board of Directors (the “Board”) is not authorized to take any official action on behalf of the Board or to render advice as a Committee. The Committee shall provide oversight and guidance in the development and implementation of the PLB’s structure, policies and processes. The primary responsibilities of the Committee are to: 1) assist the Board with developing and maintaining the PLB’s mission, vision, and strategic direction, 2) review and discuss the development of the PLB’s policies with PLB management, for presentation to the Board, as appropriate, and 3) remain timely informed by PLB management, for the purpose of discussion, regarding the adoption or amendment of PLB policies or other PLB action involving matters of public policy, as may be presented to the Board for decision. The Committee may include individuals who are not members of the Board.

Structure

Membership on the Committee shall be determined by the Chair of the Board in consultation with the Vice Chair, Secretary and Treasurer.

Any Board member may inform the Chair of their interest in serving on the Committee or may recommend another Board member to serve on the Committee.

The number of Board members serving on the Committee must always be less than a quorum of the Board, that is, no more than five (5) Board members may serve on the Committee.

The Chair shall endeavor, as is reasonably possible, to appoint an equal distribution of Board members appointed by the Mayor and Board members appointed by City Council to the Committee.

The designation of the Committee Chair shall be determined by the Chair of the Board, unless otherwise established by the Board.

Meetings

The Committee shall meet at least four times a year (no less than quarterly), or when necessary, at the call of the Committee Chair. Meeting dates and times are to be specified in advance. Monthly meetings for the purpose of preliminary review of resolutions pertaining to the PLB’s policies, which resolutions are proposed to be brought before the full Board, will be scheduled as needed based on the schedule of Board meetings.

A majority of the Committee’s members must be present to hold a Committee meeting. Members may participate by teleconference or similar means.

Authority and Responsibilities

In furtherance of its mission, the Committee shall:

- Be involved in review and discussion of PLB management’s participation in and contribution to the strategic planning process to be conducted by the Department of Planning and Development, including the development of a three-year strategic plan with measurable goals, performance metrics, and timelines;

Exhibit C

- Review, discuss, and act as a sounding board for PLB management with respect to material policy issues affecting the PLB's interaction with the public, residents, grantees, Council members, the Mayor, City agencies, and other third parties;
- Review and discuss with the PLB management, as appropriate, positions or decisions that the PLB might take regarding public policy, legislation, or other areas that would affect the public's perception of the PLB;
- Review and discuss with PLB management, as appropriate, the adoption of, or changes to, existing policies (but not administrative procedures or management prerogatives), including, but not limited to, disposition policies, acquisition policies, procurement policies, and broadly applicable policies, as may be presented to the Board for decision;
- Review and discuss resolutions related to the role of the Committee, for presentation to the Board for decision;
- Assume such other duties as the Board may from time to time delegate, as consistent with the role of the Committee;
- Have the authority to obtain from PLB management, through coordination with the Corporate Secretary or CEO, relevant information and reports with respect to the Committee's areas of responsibility that are not exempt from disclosure to the Board members, by court order, state or federal law, regulation or privilege; and
- Report at least annually to the Board with respect to the activities of the Committee.

Exhibit D

From: HMC Squared RCO <hmc2rco@gmail.com>
Sent: Friday, July 12, 2024 5:24 PM
To: Andrea Saah <Andrea.Saah@phdc.phila.gov>
Cc: Mathen Pullukattu <Mathen.Pullukattu@phdc.phila.gov>; ackie Ball Realtor <3czons@gmail.com>;
Yosefye@me.com; Carolyn Terry <Carolyn.Terry@phdc.phila.gov>; Andrew Goodman
<Andrew.Goodman@phila.gov>
Subject: Letter of Support - July 16th Land Bank Board Meeting Agenda Item V.A

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

Name and group affiliation: Eloise Young, RCO Facilitator for HMC Squared Community Association

Contact information: hmc2rco@gmail.com

Agenda item: July 16, 2024, Land Bank Board Meeting Agenda Item V.A

Comment:

I am writing on behalf of the HMC Squared Community Association to express our strong support for Kifleye, LLC's application to purchase 5307 Market Street from the Philadelphia Land Bank. We are enthusiastic about the proposed development, which includes the creation of 10-12 apartment units and 4 new commercial spaces at this site.

Kifleye, LLC's ownership of the adjacent properties at 5301, 5303, and 5305 Market Street demonstrates a significant commitment to the revitalization of our community. The integration of these properties into a cohesive development project promises to enhance the block's aesthetic appeal and functional use. Importantly, this project does not require any zoning changes, ensuring a smooth transition from proposal to execution.

The addition of new residential units will provide much-needed housing options, and the commercial spaces will stimulate local economic growth by attracting businesses and services to our area. This development aligns with our community's goals of fostering economic development, improving housing availability, and enhancing the overall quality of life for residents.

We believe that Kifleye, LLC's project will be a valuable addition to our neighborhood, contributing to both the vibrancy and stability of the Market Street corridor. We urge you to approve their application and support this positive transformation for our community.

Exhibit E

RESOLUTION NO. 2024 – 26

**RESOLUTION AUTHORIZING CONVEYANCE OF 5307 MARKET STREET
TO KIFLEYE LLC**

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 5307 Market Street (the “**Property**”) to Kifleye LLC (the “**Purchaser**”);

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

1. The conveyance of the Property to the Purchaser for Seventy-Five Thousand and 00/100 U.S. Dollars (\$75,000.00) 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 July 16, 2024.

Exhibit F

July 13, 2024

Via Certified Mail

Board Chair
Philadelphia Land Bank
1234 Market Street, 16th Floor
Philadelphia, PA 19107

Angel Rodriguez
Executive Director
Philadelphia Land Bank
1234 Market Street, 16th 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 why I will abstain from participating in section VB1-5 of the July 2024 Land Bank Board meeting agenda, pertaining to disposition of parcels in the Mantua section of West Philadelphia.

The Land Bank Board will discuss Property Dispositions in agenda section VB1-5 at its meeting to be held on Tuesday, July 16, 2024. In my day-to-day professional capacity as Director of Equitable Development for 3rd District City Councilmember Jamie R. Gauthier, I received advance information about the particulars of these applications and assisted with coordination of preliminary meetings to introduce applicants to civic association leaders.

To eliminate any perceived conflict of interest, I will 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 this proposed Property Disposition. 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**
Andrew Goodman

Digitally signed by Andrew P Goodman
DN: cn=Andrew P Goodman, o, ou,
email=andrew.goodman@phila.go
v, c=US
Date: 2024.07.13 16:48:58 -0400

Exhibit G



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

July 16, 2024

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

Dear Executive Director Rodriguez:

I am writing to express my support for the five homeownership proposals in the Mantua section of the 3rd Council District that is being considered by the Land Bank Board of Directors at this month's meeting.

Mantua is a community that has been overrun by multi-family new construction in recent years given its proximity to Drexel University. Neighbors are clamoring for more single-family homeownership development, and proposals like this are one way we can answer that call.

I see these proposals as one way that dispositions of City controlled land can achieve multiple benefits at once. These projects respond to a neighborhood need, they prioritize black and brown equity and ownership, and they improved by engaging community members well before it was required of them to do so. Other interested applicants should take note.

Though the maximum sales price is not on its face "affordable" for many, thanks to Turn the Key "soft second" mortgages, these proposals can generate a majority of its homes sold below \$200,000. These are uniquely accessible housing and wealth generation opportunities in this part of my District that very much wants it, and it's for this reason that I support this proposal.

Thank you for your consideration.

Sincerely,

Jamie R. Gauthier
Councilmember, 3rd District

Exhibit H

DocuSign Envelope ID: 9547658A-6661-4834-A056-72A6EB0701CA

Dear Land Bank board members,

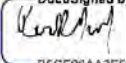
This letter is to express The Urban Developers Association / UDA Cohort's support for BLA Holdings LLC and their Land Bank proposal to develop 9 homes for affordable home buyers.

I am filled with an overwhelming sense of anticipation and excitement regarding this project, as it holds the promise of delivering multiple positive impacts that have the potential to transform our communities.

The prospect of empowering and uplifting developers of color, who possess an intimate understanding of our neighborhoods, is truly inspiring. Furthermore, this endeavor aims to address the longstanding lack of diversity within the traditionally White-dominated field, creating a more inclusive and equitable environment for all.

Additionally, it seeks to foster the growth of wealth within our communities by promoting affordable homeownership, thereby generating a ripple effect of prosperity.

It is truly a remarkable opportunity that embodies a triumphant trifecta of achievements. Let us joyously commemorate Black Developers while simultaneously investing in the betterment of our community.

DocuSigned by:

B5CF98AA3F53448

Rick Young
Founder & Visionary
(Urban Developers Association)
3675 Market Street, Suite 200
Philadelphia, PA 19104
267-365-7425 Office
267-303-4799 Cell
Rick@theudalle.net
theuda.net

Exhibit H



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | BLA Holdings LLC

I, David Langlieb, am writing to the Land Bank to support BLA Holdings LLC's application to acquire nine (9) residential lots in the 3rd councilmanic district from the City of Philadelphia. The Philadelphia Accelerator Fund (PAF) is strongly supportive of this project, as we are mission-focused on providing the 'but for' financing into constructing affordable homes for Philadelphia residents built by small, Black and Brown-owned development firms as well as nonprofits.

Our letter of interest for a portion of the project financing has been submitted and I write to reaffirm our strong support. This project will result in the construction of new, quality housing, eligible for Turn the Key and an interest-free, forgivable second mortgage on each new, three bedroom home.

Respectfully,

A handwritten signature in black ink, appearing to read "David M. Langlieb", is written over a light grey circular background.

David Langlieb

Executive Director, Philadelphia Accelerator Fund

Exhibit H

The Mantua Civic Association wholeheartedly supports this proposal and urges you to grant the necessary approvals to facilitate its timely implementation. We look forward to seeing the positive transformation this development will bring to our community.

Thank you for your attention to this matter. Please feel free to contact us if you require any further information or have any questions.

Sincerely,

DeWayne Drummond
(Printed Name)

DeWayne Drummond
(Signature)

President
(Title)

madrums25@gmail.com
(email/phone number)

Mantua Civic Association

Exhibit I

RESOLUTION NO. 2024 – 27

RESOLUTION AUTHORIZING CONVEYANCE OF 3833 BROWN STREET, 3915 BROWN STREET, 735 N. DEKALB STREET, 3605 MELON STREET, 3517 MOUNT VERNON STREET, 524 N. 35TH STREET, 740 N. 38TH STREET, 765 N. 38TH STREET, AND 839 N. 39TH STREET TO BLA HOLDINGS LLC

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 3833 Brown Street, 3915 Brown Street 735 N. DeKalb Street, 3605 Melon Street, 3517 Mount Vernon Street, 524 N. 35th Street, 740 N. 38th Street, 765 N. 38th Street, and 839 N. 39th Street (collectively, the “**Property**”) to BLA Holdings LLC (the “**Purchaser**”);

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

1. The conveyance of the Property to the Purchaser for Nine Thousand and 00/100 U.S. Dollars (\$9,000.00) 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 July 16, 2024.

Exhibit J



Dear: Land Bank board members

RE: 3914, 3917, 3927, 3931, 3935, 3936-38, 3937, 3940, 3946, 3948 Folsom St
Philadelphia PA 19104

This letter is to show support for The Urban Developers Association / UDA Cohort
and Gil Property Group LLC for the 10 lots Turn The Key HOME project.

I am filled with an overwhelming sense of anticipation and excitement in regards to this
project, as it holds the promise of delivering multiple positive impacts that have the
potential to transform our communities.

The prospect of empowering and uplifting developers of color, who possess an intimate
understanding of our neighborhoods, is truly inspiring. Furthermore, this endeavor aims
to address the longstanding lack of diversity within the traditionally white-dominated
field, creating a more inclusive and equitable environment for all.

Additionally, it seeks to foster the growth of wealth within our communities by promoting
affordable homeownership, thereby generating a ripple effect of prosperity.

It is truly a remarkable opportunity that embodies a triumphant trifecta of achievements.
Let us joyously commemorate minority developers while simultaneously investing in the
betterment of our community.

A handwritten signature in black ink, appearing to read "Rick Young".

Rick Young
Founder & Visionary
(Urban Developers Association)
3675 Market Street, Suite 200
Philadelphia, PA 19104
267-365-7425 Office
267-303-4799 Cell
Rick@theudallc.net
theuda.net

Exhibit J



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Gil Property Group LLC

I, David Langlieb, am writing to the Land Bank to support Gil Property Group LLC's application to acquire ten (10) residential lots in the 3rd councilmanic district from the City of Philadelphia. The Philadelphia Accelerator Fund (PAF) is strongly supportive of this project, as we are mission-focused on providing the 'but for' financing into constructing affordable homes for Philadelphia residents built by small, Black and Brown-owned development firms as well as nonprofits.

Our letter of interest for a portion of the project financing has been submitted and I write to reaffirm our strong support. This project will result in the construction of new, quality housing, eligible for Turn the Key and an interest-free, forgivable second mortgage on each new, three bedroom home.

Respectfully,

A handwritten signature in black ink, appearing to read "David M. Langlieb", is written over a light blue horizontal line.

David Langlieb

Executive Director, Philadelphia Accelerator Fund

Exhibit J

Dear: Land Bank Board Members

Project: 3914, 3917, 3927, 3931, 3935, 3936-38, 3937, 3940, 3946, 3948 Folsom St
Philadelphia PA 19104

The Mantua Civic Association wholeheartedly supports this proposal and urges you to grant the necessary approvals to facilitate its timely implementation. We look forward to seeing the positive transformation this development will bring to our community.

Thank you for your attention to this matter. Please feel free to contact us if you require any further information or have any questions.

Sincerely,

DeWayne Drummond

(Printed Name)

DeWayne Drummond

(Signature)

President

(Title)

mdrumm25@gmail.com

(email/phone number)

Mantua Civic Association

Exhibit K

RESOLUTION NO. 2024 – 28

**RESOLUTION AUTHORIZING CONVEYANCE OF
3914, 3917, 3927, 3935, 3936-38, 3937, 3940, 3946 AND 3948 FOLSOM STREET
TO GIL PROPERTY GROUP LLC**

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 3914, 3917, 3927, 3935, 3936-38, 3937, 3940, 3946 and 3948 Folsom Street (collectively, the “**Property**”) to Gil Property Group LLC (the “**Purchaser**”);

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

1. The conveyance of the Property to the Purchaser for One Hundred and 00/100 U.S. Dollars (\$100.00) 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 July 16, 2024.

Exhibit L

Dear: Land Bank board members

This letter is to show support for The Urban Developers Association / UDA Cohort And there Company Northwest Development Group LLC for the 10 (Turn The Key HOME project: 3624 Brown St, 3539 Aspen St, 682 N 33rd St, 3405 Wallace St, 3832 Wallace St, 3830 Wallace St, 612 Shedwick St, 610 Shedwick St, 614 Shedwick St, 620 N 35th St.

I am filled with an overwhelming sense of anticipation and excitement in regards to this project, as it holds the promise of delivering multiple positive impacts that have the potential to transform our communities.

The prospect of empowering and uplifting developers of color, who possess an intimate understanding of our neighborhoods, is truly inspiring. Furthermore, this endeavor aims to address the longstanding lack of diversity within the traditionally White-dominated field, creating a more inclusive and equitable environment for all.

Additionally, it seeks to foster the growth of wealth within our communities by promoting affordable homeownership, thereby generating a ripple effect of prosperity.

It is truly a remarkable opportunity that embodies a triumphant trifecta of achievements. Let us joyously commemorate Black Developers while simultaneously investing in the betterment of our community.

Rick Young
Founder & Visionary
(Urban Developers Association)
3675 Market Street, Suite 200
Philadelphia, PA 19104
267-365-7425 Office
267-303-4799 Cell
Rick@theudallc.net
theuda.net

Exhibit L



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Northwest Development Group LLC

I, David Langlieb, am writing to the Land Bank to support Northwest Development Group LLC's application to acquire ten (10) residential lots in the 3rd councilmanic district from the City of Philadelphia. The Philadelphia Accelerator Fund (PAF) is strongly supportive of this project, as we are mission-focused on providing the 'but for' financing into constructing affordable homes for Philadelphia residents built by small, Black and Brown-owned development firms as well as nonprofits.

Our letter of interest for a portion of the project financing has been submitted and I write to reaffirm our strong support. This project will result in the construction of new, quality housing, eligible for Turn the Key and an interest-free, forgivable second mortgage on each new, three bedroom home.

Respectfully,

A handwritten signature in black ink, appearing to read "David M. Langlieb", is written over a light blue circular stamp.

David Langlieb

Executive Director, Philadelphia Accelerator Fund

Exhibit L

RE: 10 Affordable Homes, MANTUA, Northwest Development Group LLC
Date: 7/14/24

The Mantua Civic Association wholeheartedly supports this proposal and urges you to grant the necessary approvals to facilitate its timely implementation. We look forward to seeing the positive transformation this development will bring to our community.

Thank you for your attention to this matter. Please feel free to contact us if you require any further information or have any questions.

Sincerely,

De'Wayne Drummond
(Printed Name)

De'Wayne Drummond
(Signature)

President
(Title)

madrummy25@gmail.com
(email/phone number)

Mantua Civic Association

Project Sites:

3624 Brown St, 3539 Aspen St, 682 N 33rd St, 3405 Wallace St, 3832 Wallace St, 3830 Wallace St, 612 Shedwick St, 610 Shedwick St, 614 Shedwick St, 620 N 35th St.

Exhibit M

RESOLUTION NO. 2024 – 29

RESOLUTION AUTHORIZING CONVEYANCE OF 3539 ASPEN STREET, 3624 BROWN STREET, 610 N. SHEDWICK STREET, 612 N. SHEDWICK STREET, 614 N. SHEDWICK STREET, 3405 WALLACE STREET, 3830 WALLACE STREET, 3832 WALLACE STREET, 682 N. 33RD STREET, AND 620 N. 35TH STREET TO NORTHWEST DEVELOPMENT GROUP LLC

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 3539 Aspen Street, 3624 Brown Street, 610 N. Shedwick Street, 612 N. Shedwick Street, 614 N. Shedwick Street, 3405 Wallace Street, 3830 Wallace Street, 3832 Wallace Street, 682 N. 33rd Street, and 620 N. 35th Street (collectively, the “**Property**”) to Northwest Development Group LLC (the “**Purchaser**”);

NOW THEREFORE, BE IT 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 July 16, 2024.

Exhibit N

DocuSign Envelope ID: 7EB87DF5-E1B6-4DB6-AF0B-0E35E343C906

Dear: Land Bank board members

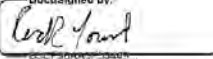
This letter is to show support The Urban Developers Association / UDA Cohort
And there Company Project IV LLC for the 10 (Turn The Key HOME project)

I am filled with an overwhelming sense of anticipation and excitement in regards to this project, as it holds the promise of delivering multiple positive impacts that have the potential to transform our communities.

The prospect of empowering and uplifting developers of color, who possess an intimate understanding of our neighborhoods, is truly inspiring. Furthermore, this endeavor aims to address the longstanding lack of diversity within the traditionally White-dominated field, creating a more inclusive and equitable environment for all.

Additionally, it seeks to foster the growth of wealth within our communities by promoting affordable homeownership, thereby generating a ripple effect of prosperity.

It is truly a remarkable opportunity that embodies a triumphant trifecta of achievements. Let us joyously commemorate Black Developers while simultaneously investing in the betterment of our community.

DocuSigned by:

DocuSign Envelope ID: 7EB87DF5-E1B6-4DB6-AF0B-0E35E343C906

Rick Young
Founder & Visionary
(Urban Developers Association)
3675 Market Street, Suite 200
Philadelphia, PA 19104
267-365-7425 Office
267-303-4799 Cell
Rick@theudalc.net
theuda.net

Exhibit N

Mantua Civic Association Mantua Community Center
3729 #1 Melon St
Philadelphia, PA 19104
July 11, 2024

Philadelphia Land Bank Board of Directors
Philadelphia, PA

Dear Members of the Philadelphia Land Bank Board of Directors,

On behalf of the Mantua Civic Association, I am writing to express our enthusiastic support for Project IV Development's proposal to develop ten (10) single-family homeownership units in the Third (3rd) Council District. This project represents a significant step forward in addressing the housing needs of our community while promoting homeownership among households with incomes at or below 100% of the Area Median Income (AMI).

The proposed development will include the construction of ten two-story homes, each with an unfinished basement, three bedrooms, and two bathrooms, encompassing approximately 1,375 square feet per unit. The homes are planned to be sold at a maximum price of \$280,000, making them accessible to middle-income families and individuals striving for homeownership.

The specific addresses for this development are:

- 3841 and 3843 Melon Street
- 3858 Mount Vernon Street
- 642, 647, and 658 Union Street
- 3903, 3905, 3907, and 3930 Wallace Street

The Mantua Civic Association believes this project will bring numerous benefits to our community, including:

- **Affordable Homeownership Opportunities:** By providing quality homes at an attainable price point, this project will help bridge the gap for many families aspiring to own a home.
- **Community Revitalization:** The development of these new homes will enhance the aesthetic appeal of our neighborhood and contribute to the ongoing revitalization efforts in Mantua.
- **Economic Stability:** Homeownership is a critical component of financial stability. This project will empower families to build equity and invest in their futures, thereby fostering a more stable and resilient community.
- **Sustainable Growth:** The thoughtful design of these homes ensures they are not only affordable but also sustainable, promoting long-term growth and development in our area.

We commend Project IV Development for their commitment to creating affordable housing solutions that align with the needs and aspirations of our community. We are confident that this project will have a lasting positive impact on the Mantua neighborhood and its residents.

Exhibit N

The Mantua Civic Association wholeheartedly supports this proposal and urges you to grant the necessary approvals to facilitate its timely implementation. We look forward to seeing the positive transformation this development will bring to our community.

Thank you for your attention to this matter. Please feel free to contact us if you require any further information or have any questions.

Sincerely,

DeWayne Drummond
(Printed Name)
DeWayne Drummond
(Signature)

President

mdrumm25@gmail.com
(email/phone number)

Mantua Civic Association

Exhibit N

DocuSign Envelope ID: 89CBBA18-2D59-4B1A-A02E-80C2ACA19BAB

Amira Coleman
Realtor, Compass
Philadelphia, PA
amiracoleman@gmail.com
267-334-0686

Andrea Saah
Philadelphia Land Bank
Philadelphia, PA
andrea.saah@phdc.phila.gov

Dear Ms. Saah,

I am writing to express my strong support for Isaac Singleton, owner of Project IV Development Group, in their application to purchase the following lots: 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647, and 658 Union Street; and 3903, 3905, 3907, and 3930 Wallace Street from the Philadelphia Land Bank.

As a realtor with Compass licensed in both Philadelphia and New Jersey, I have had the pleasure of working alongside Isaac Singleton for two years at BK Partners Development Group. With over five years of experience in the real estate market, I have developed a deep understanding of the Philadelphia market, particularly in helping first-time homebuyers find their dream homes.

Project IV Development Group's proposal to build ten single-family homeownership units, each featuring three bedrooms and two bathrooms, is a significant step towards addressing the housing needs in our city. By offering these homes at 100% of the Area Median Income (AMI) with a maximum sales price of \$280,000, Project IV is ensuring that homeownership remains accessible to a broad range of Philadelphia residents. This is crucial for fostering stability and growth within our communities.

As a minority woman with extensive experience in the real estate market, I can attest to the importance of inclusive and equitable development practices. Isaac Singleton and Project IV Development Group are committed to these values, which is evident in their dedication to providing opportunities for minority-owned and women-owned businesses. Additionally, I am excited about the potential to collaborate with Project IV to help first-time homebuyers find their perfect homes within this development.

The support of the Mantua Civic Association further underscores the positive impact this development will have on our neighborhood. Isaac Singleton's vision, leadership, and dedication to community-centric development make him an ideal candidate for this project. His work with Project IV Development Group exemplifies the kind of responsible and impactful development that our city needs.

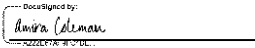
Exhibit N

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I strongly urge the Philadelphia Land Bank to approve Project IV Development Group's application for the aforementioned lots. This project represents a valuable opportunity to provide quality housing and economic benefits to our community.

Thank you for your consideration. Please feel free to contact me if you require any further information or wish to discuss my endorsement in more detail.

Sincerely,

DocuSigned by:


Amira Coleman

Realtor, Compass

Philadelphia, PA

amiracoleman@gmail.com

267-334-0686

Exhibit N

DocuSign Envelope ID: F9F58EED-DFE3-4DDF-AD45-0846D4CD2120

Dilvany Arredondo
Founder
Connecting the Dots

Andrea Saah
Philadelphia Land Bank
Philadelphia, PA
andrea.saah@phdc.phila.gov

Dear Ms. Saah,

I am writing to express my strong support for Isaac Singleton, owner of Project IV Development Group, in their application to purchase the following lots: 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647, and 658 Union Street; and 3903, 3905, 3907, and 3930 Wallace Street from the Philadelphia Land Bank.

As the Founder of Connecting the Dots and a fellow Philadelphia real estate investor, I have witnessed firsthand the positive impact that responsible and community-focused development can have on our city. Isaac Singleton and Project IV Development Group exemplify this type of development. Since its inception in 2021, Project IV has demonstrated a strong commitment to improving our neighborhoods through thoughtful and inclusive real estate projects.

The proposed development of ten single-family homeownership units, each featuring three bedrooms and two bathrooms, is a much-needed addition to our housing stock. By offering these homes at 100% of the Area Median Income (AMI) with a maximum sales price of \$280,000, Project IV is ensuring that homeownership remains accessible to a broad range of Philadelphia residents. This aligns perfectly with the goals of the Philadelphia Land Bank and contributes to the ongoing efforts to stabilize and revitalize our communities.

Furthermore, I am particularly impressed with Project IV's dedication to equity and inclusion, as evidenced by their commitment to an Economic Opportunity Plan (EOP). This plan underscores their dedication to providing opportunities for minority-owned businesses and local labor, ensuring that the benefits of this development are felt widely within our community.


Given the proven track record of Project IV Development Group and the substantial benefits this project will bring, I strongly urge the Philadelphia Land Bank to approve their application for the aforementioned lots. Isaac Singleton's vision and leadership, combined with the support of the Mantua Civic Association, make this project a model for community-driven development.

Thank you for your attention to this matter. Please feel free to contact me if you require any further information or wish to discuss this endorsement in more detail.

Exhibit N

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Sincerely,

DocuSigned by:

A9E2093744B94F0...

Dilvany Arredodo

Founder

Connecting the Dots

Exhibit N

Docusign Envelope ID: BB530AEB-160F-4DE3-8453-3A4B6DFD5D2B



Kyle Easley
Partner, BKP Development Group
1429 Walnut Street, Suite 1101
Philadelphia, PA 19102
keasley@bkpdg.com
215-778-6495
7/15/2024

Andrea Saah
Philadelphia Land Bank
Philadelphia, PA
andrea.saah@phdc.phila.gov

Dear Ms. Saah,

I am writing to express my enthusiastic support for Isaac Singleton, owner of Project IV Development Group, in their application to purchase the following lots: 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647, and 658 Union Street; and 3903, 3905, 3907, and 3930 Wallace Street from the Philadelphia Land Bank.

As a partner at BKP Development Group, an established development firm with over ten years of experience in real estate development in Philadelphia, I have had the privilege of mentoring and partnering with Isaac Singleton and Project IV Development Group. Isaac was an invaluable member of our team at BKP for three years, during which time he demonstrated exceptional dedication, skill, and a strong commitment to community-focused development.

Project IV's proposal to build ten single-family homeownership units, each featuring three bedrooms and two bathrooms, is a significant step towards addressing the housing needs in our community. By offering these homes at 100% of the Area Median Income (AMI) with a maximum sales price of \$280,000, Project IV is making strides to ensure that homeownership remains accessible to a broad range of Philadelphia residents. This approach aligns with the Philadelphia Land Bank's mission and contributes to the revitalization and stabilization of our neighborhoods.

I am particularly impressed with Project IV's commitment to an Economic Opportunity Plan (EOP), which emphasizes the inclusion of minority-owned businesses and local labor. This dedication to equity and inclusivity not only supports the local economy but also fosters a sense of community empowerment and participation.

The support of the Mantua Civic Association further attests to the positive impact this development will have on our neighborhood. Isaac Singleton's vision, leadership, and dedication to community-centric development make him an ideal candidate for this project. His work with

Exhibit N

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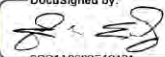


Project IV Development Group exemplifies the kind of responsible and impactful development that our city needs.

I strongly urge the Philadelphia Land Bank to approve Project IV Development Group's application for the aforementioned lots. This project represents a valuable opportunity to provide quality housing and economic benefits to our community.

Thank you for your consideration. Please feel free to contact me if you require any further information or wish to discuss my endorsement in more detail.

Sincerely,

DocuSigned by:

90C1A000E12021

Kyle Easley

Partner, BKP Development Group

1429 Walnut Street, Suite 1101

Philadelphia, PA 19102

keasley@bkpdg.com

215-778-6495

Exhibit N

DocuSign Envelope ID: B50A4F24-7E90-46C2-BE2D-4201F602D801



Mike Gargiulo
President of Development, The HOW Group
720 Fayette Ave, Conshohocken PA 19428
mikeg@howgroup.com
215-264-4764
7/15/2024

Andrea Saah
Philadelphia Land Bank
Philadelphia, PA
andrea.saah@phdc.phila.gov

Dear Ms. Saah,

I am writing to express my enthusiastic support for Isaac Singleton, owner of Project IV Development Group, in their application to purchase the following lots: 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647, and 658 Union Street; and 3903, 3905, 3907, and 3930 Wallace Street from the Philadelphia Land Bank.

As the President of Development for The HOW Group, an industry leader in real estate development with over 15 years of experience in Philadelphia and the surrounding area, I have had the distinct pleasure of working with Isaac Singleton for the past five years. During this time, Isaac has consistently demonstrated exceptional dedication, expertise, and a deep commitment to community-focused development.

The HOW Group has been responsible for over \$1 billion dollars in real estate development and construction in Philadelphia, and we recognize the significant potential and positive impact that Isaac's proposed development can have on the community. Project IV Development Group's plan to build ten single-family homeownership units, each featuring three bedrooms and two bathrooms, is a critical step towards addressing the housing needs in our city. By offering these homes at 100% of the Area Median Income (AMI) with a maximum sales price of \$280,000, Project IV is making homeownership more accessible to a diverse range of Philadelphia residents.

Moreover, Project IV's commitment to an Economic Opportunity Plan (EOP) is commendable. This plan emphasizes the inclusion of minority-owned businesses and local labor, ensuring that the benefits of this development are felt widely within our community. Such dedication to equity and inclusivity aligns with the values that The HOW Group upholds and fosters a sense of community empowerment and participation.

Exhibit N

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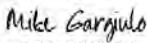


The support of the Mantua Civic Association further attests to the positive impact this development will have on our neighborhood. Isaac Singleton's vision, leadership, and dedication to community-centric development make him an ideal candidate for this project. His work with Project IV Development Group exemplifies the kind of responsible and impactful development that our city needs.

I strongly urge the Philadelphia Land Bank to approve Project IV Development Group's application for the aforementioned lots. This project represents a valuable opportunity to provide quality housing and economic benefits to our community.

Thank you for your consideration. Please feel free to contact me if you require any further information or wish to discuss my endorsement in more detail.

Sincerely,

DocuSigned by:

ED79D9A4E230450

Mike Gargiulo

President of Development, The HOW Group

720 Fayette Ave, Conshohocken PA 19428

mikeg@howgroup.com

215-264-4764

Exhibit N

DocuSign Envelope ID: A706AC05-EC3C-47EC-BD71-0250878AD6FF

Shania Smith
515 N 39th St.
Philadelphia, PA 19014
[Your Email Address]@gmail.com
856-236-6708
7/15/2024

Andrea Saah
Philadelphia Land Bank
Philadelphia, PA
andrea.saah@phdc.phila.gov

Dear Ms. Saah,

I am writing to express my strong support for Isaac Singleton, owner of Project IV Development Group, in their application to purchase the following lots: 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647, and 658 Union Street; and 3903, 3905, 3907, and 3930 Wallace Street from the Philadelphia Land Bank.

As a homeowner residing at 515 N 39th St. since 2021, I have witnessed the growth and changes within our community. I have a vested interest in seeing our neighborhood thrive, and I believe that the proposed development by Project IV Development Group will significantly contribute to this goal.

Isaac Singleton and Project IV Development Group have a proven track record of responsible and community-focused development. Their proposal to build ten single-family homeownership units, each featuring three bedrooms and two bathrooms, is a welcome addition to our area. By pricing these homes at 100% of the Area Median Income (AMI) with a maximum sales price of \$280,000, Project IV is making homeownership accessible to more families in our community, which is essential for our neighborhood's stability and growth.

I am also encouraged by Project IV's commitment to an Economic Opportunity Plan (EOP), which ensures that local businesses, women owned businesses, and minority-owned enterprises are given opportunities to participate in the project. This commitment not only benefits the local economy but also fosters a sense of inclusivity and support within our community.

The support of the Mantua Civic Association further underscores the positive impact this development will have on our neighborhood. I have confidence in Isaac Singleton's vision and leadership, and I believe that this project will serve as a model for future community-driven development in Philadelphia.

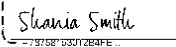
I strongly urge the Philadelphia Land Bank to approve Project IV Development Group's application for the aforementioned lots. This project represents a significant step forward for our community, providing quality housing and economic opportunities for many residents.

Exhibit N

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Thank you for your consideration. Please feel free to contact me if you require any further information or wish to discuss my endorsement in more detail.

Sincerely,

DocuSigned by:

157587 03/17/2018

Shania Smith
515 N 39th St.
Philadelphia, PA

Exhibit N

DocuSign Envelope ID: C0ADC329-5B9E-4214-BE67-931899698902

Anthony Bright
Partner, Seamless Pros LLC
Philadelphia, PA
(267) 368-9777
7/15/2024

Andrea Saah
Philadelphia Land Bank
Philadelphia, PA
andrea.saah@phdc.phila.gov

Dear Ms. Saah,

I am writing to express my enthusiastic support for Isaac Singleton, owner of Project IV Development Group, in their application to purchase the following lots: 3841 and 3843 Melon Street; 3858 Mount Vernon Street; 642, 647, and 658 Union Street; and 3903, 3905, 3907, and 3930 Wallace Street from the Philadelphia Land Bank.

As a partner at Seamless Pros LLC, a Minority Business Enterprise (MBE) General Contractor, I have had the pleasure of working with Isaac Singleton and Project IV Development Group on multiple projects. Over the course of our collaboration, we have developed a strong and productive relationship, underpinned by a shared commitment to quality and community-focused development.

Project IV's proposal to build ten single-family homeownership units, each featuring three bedrooms and two bathrooms, is a much-needed initiative that will significantly benefit our community. By offering these homes at 100% of the Area Median Income (AMI) with a maximum sales price of \$280,000, Project IV is making homeownership more accessible to a diverse range of Philadelphia residents. This approach not only addresses the housing needs in our city but also contributes to the stabilization and revitalization of our neighborhoods.

I am particularly impressed with Project IV's unwavering commitment to providing opportunities for MBE and WBE (Women Business Enterprise) companies. Seamless Pros LLC has firsthand experience with Isaac Singleton's dedication to inclusivity and equity in his projects. We are confident that this development will continue to foster economic opportunities for minority-owned and women-owned businesses, further strengthening the local economy and promoting community empowerment.

The support of the Mantua Civic Association highlights the positive impact this development will have on our neighborhood. Isaac Singleton's vision, leadership, and dedication to community-centric development make him an ideal candidate for this project. His work with Project IV Development Group exemplifies the kind of responsible and impactful development that our city needs.

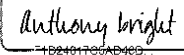
Exhibit N

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I strongly urge the Philadelphia Land Bank to approve Project IV Development Group's application for the aforementioned lots. This project represents a valuable opportunity to provide quality housing and economic benefits to our community.

Thank you for your consideration. Please feel free to contact me if you require any further information or wish to discuss my endorsement in more detail.

Sincerely,

DocuSigned by:

182401736AB1E0

Anthony Bright

Partner, Seamless Pros LLC

Philadelphia, PA

(267) 368-9777

Exhibit N

July 14,2024

Re: 3930 Wallace St, 642,647,and 658 union St.

To: Whom it may concern:

I would like to request this committee consider allowing one of the spaces to be used as a green space. I am concerned about the loss of spaces we in the community have come to love. I am a long-time resident in my home and of this area. My family has been part of this area for 4 generations and 3 generations in my home, like many others in my neighborhood of those who have stayed.

Historically, two of these addresses were cared for and maintained by another long-standing community member, Mrs. Gary, for over 30 years before she passed, even now there is still a tree standing, as legacy of her community commitment and how these areas have been used by the community

I have also worked in my community for a long time, cleaning and maintaining areas long before the services for lots was developed. I paid for and participated in my blocks own clean up and maintenance. but I have watched my whole neighborhood change and be gentrified. I have tried to work with the Land Bank previously on the 3930 Wallace St. Adress and never received a response or follow up. I believe this is because of all the interest in our city.

I'm not confident this short letter will make a difference in your considerations for the areas mentioned on the notice, but I had to try. The residents in our neighborhoods are not wealthy, but we should be afforded opportunities to be a part of the changes we see.

I do hope this request is considered, with support and help a green space could serve many purposes. I realize my request next to financial gain or city planning may not be ideal, but maintaining a small area as a testament to the community members who have struggled in the community before all this feverish interest in our city would be an investment as well.

Thank you for your time,

Shari Gilyard

Exhibit O

RESOLUTION NO. 2024 – 30

RESOLUTION AUTHORIZING CONVEYANCE OF 3841 MELON STREET, 3843 MELON STREET, 3858 MOUNT VERNON STREET, 642 UNION STREET, 647 UNION STREET, 658 UNION STREET, 3903 WALLACE STREET, 3905 WALLACE STREET, 3907 WALLACE STREET, AND 3930 WALLACE STREET TO PROJECT IV LLC

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 3841 Melon Street, 3843 Melon Street, 3858 Mount Vernon Street, 642 Union Street, 647 Union Street, 658 Union Street, 3903 Wallace Street, 3905 Wallace Street, 3907 Wallace Street, and 3930 Wallace Street (collectively, the “**Property**”) to Project IV LLC (the “**Purchaser**”);

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

1. The conveyance of the Property to the Purchaser for One Thousand and 00/100 U.S. Dollars (\$1,000.00) 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 July 16, 2024.

Exhibit P

DocuSign Envelope ID: 8321E529-678A-485C-A522-DE25461C1CAA

Dear: Land Bank board members

This letter is to show support The Urban Developers Association / UDA Cohort
And there Company (Rosario) for the 10 (Turn The Key HOME project)
Estates LLC

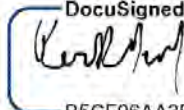
I am filled with an overwhelming sense of anticipation and excitement in regards to this project, as it holds the promise of delivering multiple positive impacts that have the potential to transform our communities.

The prospect of empowering and uplifting developers of color, who possess an intimate understanding of our neighborhoods, is truly inspiring. Furthermore, this endeavor aims to address the longstanding lack of diversity within the traditionally White-dominated field, creating a more inclusive and equitable environment for all.

Additionally, it seeks to foster the growth of wealth within our communities by promoting affordable homeownership, thereby generating a ripple effect of prosperity.

It is truly a remarkable opportunity that embodies a triumphant trifecta of achievements. Let us joyously commemorate Black Developers while simultaneously investing in the betterment of our community.

DocuSigned by:



7/15/2024 | 06:42 PDT

B5CF96AA3F53449...

Rick Young
Founder & Visionary
(Urban Developers Association)
3675 Market Street, Suite 200
Philadelphia, PA 19104
267-365-7425 Office
267-303-4799 Cell
Rick@theudallc.net
theuda.net

Exhibit P



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Rosario Estates LLC

I, David Langlieb, am writing to the Land Bank to support Rosario Estates LLC's application to acquire ten (10) residential lots in the 3rd councilmanic district from the City of Philadelphia. The Philadelphia Accelerator Fund (PAF) is strongly supportive of this project, as we are mission-focused on providing the 'but for' financing into constructing affordable homes for Philadelphia residents built by small, Black and Brown-owned development firms as well as nonprofits.

Our letter of interest for a portion of the project financing has been submitted and I write to reaffirm our strong support. This project will result in the construction of new, quality housing, eligible for Turn the Key and an interest-free, forgivable second mortgage on each new, three bedroom home.

Respectfully,

A handwritten signature in dark ink, appearing to read "David M. Langlieb", is written over a light blue horizontal line.

David Langlieb

Executive Director, Philadelphia Accelerator Fund

Exhibit P

The Mantua Civic Association wholeheartedly supports this proposal and urges you to grant the necessary approvals to facilitate its timely implementation. We look forward to seeing the positive transformation this development will bring to our community.

Thank you for your attention to this matter. Please feel free to contact us if you require any further information or have any questions.

Sincerely,

DeWayne Drummond
(Printed Name)

DeWayne Drummond
(Signature)

President
(Title)

madrumm25@gmail.com
(email/phone number)

Mantua Civic Association

Exhibit P

7/13/2024

Dear City,

I am writing to express my enthusiastic support for the proposed affordable housing development at Mantua. As a Business Owner, I am fortunate enough to have a stable business, but I know that many of my friends and colleagues are not as fortunate. They struggle to find affordable housing options in this neighborhood, which can lead to longer commutes, higher living costs, and reduced quality of life.

This development would provide much-needed relief for professionals like myself who want to stay in this neighborhood but can't afford it. It would also help attract new businesses and talent to the area, which would benefit everyone. I urge you to approve this proposal.

Sincerely,

Anthony Rogers

Exhibit P

Dear Land Bank,

I am writing to express my strong support for the proposed affordable housing development at Mantua. As a long-time resident of this neighborhood, I have seen firsthand the impact that lack of affordable housing has on our community. Many of my friends and neighbors struggle to find a place to live due to the high cost of rent and housing prices. This development would be a huge relief to many families and individuals in our community who are working hard to make ends meet.

I believe that this development would not only provide much-needed affordable housing, but also help to revitalize our neighborhood by attracting new businesses and creating a more vibrant community. I urge you to approve this proposal and support the efforts of the developer in bringing affordable housing to our area.

Sincerely,

Mari G.

Maridalia Gonzalez

Exhibit P

DocuSign Envelope ID: D991E06B-24D9-4AF5-91E1-2E107C3CB350

To Whom It May Concern,

I am writing to express my strong support for the proposal to develop new affordable housing units in our community. As a concerned citizen and a resident of Philadelphia, I believe that this project is essential to addressing the pressing issue of housing affordability in our area.

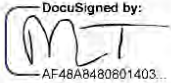
The lack of affordable housing options in our community is a pressing concern for many families and individuals who are struggling to make ends meet. The current market rates are skyrocketing, making it difficult for low- and moderate-income households to find affordable housing. This has resulted in overcrowding, homelessness, and a significant strain on our social services.

The proposed affordable housing development is a crucial step towards addressing this issue. The project will provide much-needed housing options for low-income families, seniors, and individuals with disabilities who are struggling to find affordable housing. The development will also inject new life into the local economy by creating jobs and stimulating local businesses.

I am particularly impressed by the proposed location of the development, which is easily accessible by public transportation and is close to essential services such as schools, healthcare facilities, and grocery stores. This will enable residents to access these services easily and reduce their reliance on expensive transportation options.

Thank you for considering my views on this important issue. I would be happy to discuss this proposal further and answer any questions you may have.

Sincerely,

DocuSigned by:

AF48A8490801403...

7/15/2024 | 08:53 PDT

Matu Threatt

Exhibit Q

RESOLUTION NO. 2024 – 31

RESOLUTION AUTHORIZING CONVEYANCE OF 3607 MELON STREET, 3830 MELON STREET, 3832 MELON STREET, 3837 MOUNT VERNON STREET, 3917 MOUNT VERNON STREET, 3938 MOUNT VERNON STREET, 3940 MOUNT VERNON STREET, 3944 MOUNT VERNON STREET, AND 612 UNION STREET TO ROSARIO ESTATES LLC

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 3607 Melon Street, 3830 Melon Street, 3832 Melon Street, 3837 Mount Vernon Street, 3917 Mount Vernon Street, 3938 Mount Vernon Street, 3940 Mount Vernon Street, 3944 Mount Vernon Street, and 612 Union Street (collectively, the “**Property**”) to Rosario Estates LLC (the “**Purchaser**”);

NOW THEREFORE, BE IT 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 July 16, 2024.

Exhibit R



THE BARRA FOUNDATION

July 15, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments LLC

On behalf of The Barra Foundation, I am writing to the Land Bank to support JES Capital Investments LLC's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers 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.

I recommend approving the transfer of property to JES Capital Investments LLC. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

Lauren Stebbins
Program Officer

ADDRESS 1617 JOHN F. KENNEDY BLVD., SUITE 2019, PHILADELPHIA, PA 19103
WEB BARRAFOUNDATION.ORG
PHONE 610.964.7601

Exhibit R

Andrea Saah

From: Aubrielle Kituuma <kituumabcba@gmail.com>
Sent: Monday, July 15, 2024 10:31 PM
To: Andrea Saah
Subject: Letter of Support for Justin Smith

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.

To Whom It May Concern:

I am writing to offer my full support for Justin Smith and his proposed new construction project. I have had the privilege of collaborating with Justin and have consistently been impressed by his dedication, professionalism, and expertise in the field of construction.

Justin has a proven track record of successfully leading and delivering construction projects that meet the highest standards of quality and innovation. He brings a wealth of experience and has consistently demonstrated his ability to navigate challenges and achieve exceptional results.

The proposed construction project not only showcases Justin's visionary approach, but also reflects his commitment to sustainability, community development, and economic growth. He has a clear understanding of the local landscape and community needs, ensuring that the project will have a positive impact on the city.

I have no doubt that Justin's leadership and expertise will ensure the successful completion of this project, creating a landmark that will benefit the community for years to come. His ability to collaborate effectively with stakeholders and uphold the highest standards of integrity and professionalism make him an invaluable asset to this endeavor.

Thank you for considering this letter of support. I am confident that endorsing Justin and his new construction project will be a decision that brings significant benefits to the community for years to come.

Sincerely,

--

Aubrielle Kituuma

Exhibit R

Andrea Saah

From: Brandy Ross <blynnross619@gmail.com>
Sent: Monday, July 15, 2024 10:17 PM
To: Andrea Saah
Subject: Letter of Support for Justin Smith

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.

To Whom It May Concern:

I am writing to express my strong support for Justin Smith’s proposed new construction project. Having collaborated closely with Justin on previous projects, I have witnessed his exemplary skills in construction management and dedication to delivering outstanding results.

Justin brings a wealth of expertise to this project. He has a deep understanding of architectural design, engineering principles, and sustainable building practices, which are crucial for executing this new endeavor effectively.

The proposed construction project aligns perfectly with Justin’s strategic goals and vision for community development. He has shown a commitment to creating spaces that not only meet but exceed industry standards while enhancing our urban landscape. His innovative approach and ability to navigate regulatory requirements ensure that projects under his leadership are completed with efficiency and excellence.

I am confident that supporting Justin in this venture will yield substantial benefits for our community. His collaborative spirit and proven leadership make him an ideal candidate to spearhead this initiative.

Sincerely,
Brandy Ross

Sent from my iPhone

Exhibit R



Date: July 11, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments

I, Brian Murray, CEO of Shift Capital, am writing to the Land Bank to support JES Capital Investments' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers 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, improve neighborhood beautification, and
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

I recommend approving the transfer of property to JES Capital Investments. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

A handwritten signature in black ink, appearing to read 'B Murray'.

Brian Murray
CEO, Shift Capital

Exhibit R



Date: July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE:Support Letter | JES Capital Investments LLC

I, Sang Phouansouvanh am writing to the Land Bank to support JES Capital Investments application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

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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.

I recommend approving the transfer of property to JES Capital Investments .This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

Sang Phouansouvanh

Exhibit R



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments LLC

I, David Langlieb, am writing to the Land Bank to support JES Capital Investments' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

I recommend approving the transfer of property to JES Capital Investments LLC. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

A handwritten signature in dark ink, appearing to read "David Langlieb", is written over a light blue horizontal line.

David Langlieb

Executive Director, Philadelphia Accelerator Fund

Exhibit R



Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

Date: 7/12/2024

RE: Support Letter | Seamless Pros

I, Damian Smith, am writing to the Land Bank to support JES Capital Investments application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative “Philly RiSE,” a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

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- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

I recommend approving the transfer of property to JES Capital Investment This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Exhibit R

Respectfully,

Damian Smith

Smith Property Works

Exhibit R



July 10, 2024

PHDC, Philadelphia Land Bank
1234 Market St, 17th Floor.
Philadelphia, PA 19107

RE: JES Capital Investments Support Letter

Andrea Saah,

I am writing to the Land Bank in support of JES Capital Investments application to acquire five residential lots from the City of Philadelphia. The owner Justin Smith 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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- Reduce blight and improve neighborhood beautification.
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

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

Exhibit R



I recommend the approval of the transfer of property to JES Capital Investments 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", is written over a horizontal line.

Mark Lawson

President

Exhibit R

Andrea Saah

From: Kylah Smith <kylah.field@gmail.com>
Sent: Monday, July 15, 2024 9:39 PM
To: Andrea Saah
Subject: Letter of Support for Justin Smith

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.

To Whom It May Concern:

I am writing to provide my wholehearted support for Justin Smith of JES Capital Investments and his proposed new construction project. Having worked closely with him in the past, I am confident in his ability to successfully execute this ambitious endeavor.

Justin has a proven track record of delivering high-quality construction projects that not only meet but exceed expectations. He possesses a deep understanding of architectural design, construction methodologies, and project management, which are essential for the success of such a venture.

Justin has demonstrated his commitment to innovation, sustainability, and most importantly community, which are crucial aspects in today's construction industry. Moreover, his meticulous attention to detail and ability to navigate complex challenges make him an ideal candidate for spearheading this initiative.

I have no doubt that Justin's dedication, expertise, and passion will ensure the successful completion of this project. His collaborative approach and ability to foster positive relationships with stakeholders will also contribute to its overall success.

Please feel free to reach out to me at 609-321-1373 or kylah.field@gmail.com if you require any further information or wish to discuss Justin's qualifications in more detail. I am confident that supporting his new construction project will be a wise decision, and I look forward to witnessing its positive impact.

Sincerely,
Kylah Field

Sent from my iPhone

Exhibit R



Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments

I, Kevin Williams, am writing to the Land Bank to support JES Capital Investments LLC application to acquire five residential lots from the City of Philadelphia. The owner Justin Smith 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.

I recommend the approval of the transfer of property to JES Capital investments LLC 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,

Kevin Williams
kevin@blacksquirrel.co
Black Squirrel Collaborative

📞 267.223.7803

📧 info@blacksquirrel.co

📍 3401 Market St., 2nd Floor, Philadelphia

🌐 www.blacksquirrel.co

Exhibit R

Philadelphia Land Bank
1234 Market St, 17th Floor
Philadelphia PA 19107
RE: Support Letter for JES Capital Investments LLC

I am writing to express my support for JES Capital Investments and its owner, Justin Smith, in their endeavor to acquire five lots in the City of Philadelphia. Justin Smith has been successful real estate investor for over a decade, with a proven track record of transforming communities and providing affordable housing for families.

Justin's commitment to affordable housing is evident in every project he undertakes. He has a remarkable ability to identify properties with potential and transform them into safe, comfortable, and affordable homes for families in need. His dedication goes beyond mere investment; it is a mission to uplift communities and create lasting positive impacts.

Over the past ten years, Justin has consistently demonstrated his expertise in real estate investment. His projects have not only met but exceeded industry standards, reflecting his attention to detail and commitment to quality. His success is built on a foundation of integrity, transparency, and a genuine passion for helping others achieve the dream of homeownership. Justin's approach to real estate is holistic, considering the needs of the community and ensuring that his developments are sustainable and beneficial to the broader neighborhood. By acquiring these five lots in Philadelphia, JES Capital Investments plans to continue this tradition of excellence, providing much-needed affordable housing options that will enhance the lives of countless families.

I have no doubt that Justin Smith and JES Capital Investments will bring significant value to the City of Philadelphia. His vision, combined with his extensive experience and unwavering commitment to affordable housing, make him the ideal candidate for this acquisition. I wholeheartedly support his efforts and strongly encourage the approval of this acquisition. Thank you for considering this letter of support. Please feel free to contact me if you require any additional information or if I can be of further assistance.

Sincerely,
Bryan Collins
Owner of 610 CARS
610carsPa@gmail.com

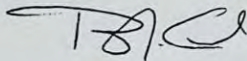


Exhibit R

Andrea Saah

From: Nadirah Riley <nadirahriley@yahoo.com>
Sent: Monday, July 15, 2024 9:54 PM
To: Andrea Saah
Subject: Letter of support for Justin Smith

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.

To Whom It May Concern

I am writing to express my enthusiastic support for Justin Smith and his proposed new construction project. Having collaborated closely with Justin on previous projects, I am confident in his ability to successfully undertake and complete this ambitious venture.

Justin has consistently demonstrated his exceptional expertise and dedication in the field of construction. He possesses a deep understanding of architectural design, project management, and regulatory compliance, which are essential for executing a project of this scale and complexity.

The proposed construction project not only aligns with Justin's vision but also reflects his commitment to sustainable development and community enhancement. He has a track record of delivering projects that not only meet but exceed expectations, contributing positively to the built environment and local economy.

Justin's leadership skills and ability to collaborate effectively with diverse stakeholders make him an ideal candidate to lead this initiative. He has a proven ability to navigate challenges and deliver results that are both innovative and practical.

I am confident that supporting Justin in this endeavor will yield significant benefits for our community, fostering economic growth and enhancing our infrastructure.

Thank you for considering Justin and his new construction project. I am eager to see the positive impact that his expertise and vision will bring to our community.

Sincerely,
Nadirah Brown

Exhibit R



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter JES Capital Investments LLC (Justin Smith)

We write in support of JES Capital Investments LLC's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

We support approval of the transfer of property to JES Capital Investments LLC. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Truly,

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

Varsovia Fernandez, CEO

50 S. 16th Street, 17th Floor
Philadelphia, PA 19102
717.725.6356 • www.pacdfinetwork.org

Exhibit R

Philadelphia Land Bank

1234 Market St, 17th Floor

Philadelphia PA 19107

RE: Support Letter for JES Capital Investments LLC

Dear Sir/Madam, I am delighted to offer my full support for JES Capital Investments LLC and its proprietor, Justin Smith, in their pursuit of acquiring five parcels of land within the City of Philadelphia.

Justin Smith's extensive experience as a dedicated real estate investor spanning over a decade speaks volumes about his commitment to transforming neighborhoods and providing affordable housing options for families in our community.

Justin Smith's passion for creating affordable housing is evident in his projects, where he consistently identifies properties with potential and turns them into safe, welcoming, and affordable homes for families in need. He approaches his work with a dedication that transcends mere financial investment, striving to uplift communities and leave a lasting positive impact.

Throughout his illustrious career, Justin has showcased unparalleled expertise in real estate investment. His projects consistently surpass industry standards, highlighting his meticulous attention to detail and steadfast dedication to delivering quality results. His success rests on a bedrock of integrity, transparency, and a genuine desire to help individuals achieve the dream of homeownership.

Justin's holistic approach to real estate development considers the community's needs, ensuring that his projects are sustainable and beneficial to the broader neighborhood.

By acquiring the five lots in Philadelphia, JES Capital Investments aims to continue its legacy of excellence by offering much-needed affordable housing solutions that will enhance the lives of numerous families.

I am confident that Justin Smith and JES Capital Investments will bring immense value to the City of Philadelphia. With his visionary leadership, extensive experience, and unwavering commitment to affordable housing, Justin is the perfect candidate for this acquisition.

I lend my wholehearted support to his endeavors and urge you to approve this acquisition without hesitation. Thank you for considering this letter of endorsement.

Please do not hesitate to reach out if you require further information or if I can assist you in any way.

Warm regards,
Charles Owo



Exhibit R

Philadelphia Land Bank

1234 Market St, 17th Floor

Philadelphia PA 19107

RE: Support Letter for JES Capital Investments LLC

I am writing to express my enthusiastic support for JES Capital Investments and its owner, Justin Smith, in their endeavor to acquire five lots in the City of Philadelphia. Justin Smith has been a dedicated and successful real estate investor for over a decade, with a proven track record of transforming communities and providing affordable housing for families.

Justin's commitment to affordable housing is evident in every project he undertakes. He has a remarkable ability to identify properties with potential and transform them into safe, comfortable, and affordable homes for families in need. His dedication goes beyond mere investment; it is a mission to uplift communities and create lasting positive impacts.

Over the past ten years, Justin has consistently demonstrated his expertise in real estate investment. His projects have not only met but exceeded industry standards, reflecting his meticulous attention to detail and unwavering commitment to quality. His success is built on a foundation of integrity, transparency, and a genuine passion for helping others achieve the dream of homeownership.

Justin's approach to real estate is holistic, considering the needs of the community and ensuring that his developments are sustainable and beneficial to the broader neighborhood. By acquiring these five lots in Philadelphia, JES Capital Investments plans to continue this tradition of excellence, providing much-needed affordable housing options that will enhance the lives of countless families.

I have no doubt that Justin Smith and JES Capital Investments will bring significant value to the City of Philadelphia. His vision, combined with his extensive experience and unwavering commitment to affordable housing, make him the ideal candidate for this acquisition. I wholeheartedly support his efforts and strongly encourage the approval of this acquisition.

Thank you for considering this letter of support. Please feel free to contact me if you require any additional information or if I can be of further assistance.

Sincerely,

Kyle Schell
CEO
Homes Beyond Luxury LLC
Kschell@hbeyond.com

Exhibit R



Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

July 12, 2024

RE: Support Letter | JES Capital Investments LLC

I, Maleda Berhane, am writing to the Land Bank to support JES Capital Investments LLC's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced, diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

I recommend approving the transfer of property to JES Capital Investments LLC. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

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

Exhibit R



Letter of Support - JES Capital Investments LLC
July 12, 2024
Page 2

Respectfully,

A handwritten signature in black ink, appearing to read 'Maleda Berhane'. The signature is fluid and cursive, with a prominent initial 'M'.

Maleda Berhane
Principal & CEO
AR Spruce LLC
Email: maleda@arspruce.com

Exhibit R

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments

I, Ibraheem Campbell, am writing the Land Bank to support JES Capital Investments LLC's application to acquire five residential lots from the City of Philadelphia. The owner Justin Smith 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 JES Capital Investments LLC 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,

Ibraheem Campbell
ibraheem@soarcity.com
Soar City Development / Philly Rise / Black Squirrel

Exhibit R

Philadelphia Land Bank

1234 Market St, 17th Floor

Philadelphia PA 19107

RE: Support Letter for JES Capital Investments LLC

I am writing to express my enthusiastic support for JES Capital Investments and its owner, Justin Smith, in their endeavor to acquire five lots in the City of Philadelphia. Justin Smith has been a dedicated and successful real estate investor for over a decade, with a proven track record of transforming communities and providing affordable housing for families.

Justin's commitment to affordable housing is evident in every project he undertakes. He has a remarkable ability to identify properties with potential and transform them into safe, comfortable, and affordable homes for families in need. His dedication goes beyond mere investment; it is a mission to uplift communities and create lasting positive impacts.

Over the past ten years, Justin has consistently demonstrated his expertise in real estate investment. His projects have not only met but exceeded industry standards, reflecting his meticulous attention to detail and unwavering commitment to quality. His success is built on a foundation of integrity, transparency, and a genuine passion for helping others achieve the dream of homeownership.

Justin's approach to real estate is holistic, considering the needs of the community and ensuring that his developments are sustainable and beneficial to the broader neighborhood. By acquiring these five lots in Philadelphia, JES Capital Investments plans to continue this tradition of excellence, providing much-needed affordable housing options that will enhance the lives of countless families.

I have no doubt that Justin Smith and JES Capital Investments will bring significant value to the City of Philadelphia. His vision, combined with his extensive experience and unwavering commitment to affordable housing, make him the ideal candidate for this acquisition. I wholeheartedly support his efforts and strongly encourage the approval of this acquisition.

Thank you for considering this letter of support. Please feel free to contact me if you require any additional information or if I can be of further assistance.

Sincerely,

Armond E. Mosley



armond.mosley@gmail.com

Exhibit R

Docusign Envelope ID: B1456EDC-1CDE-4317-A1A5-7A72F61D7A13

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments

I Ugochukwu U. Opara am writing the Land Bank to support JES Capital Investments LLC application to acquire five residential lots from the City of Philadelphia. The owner Justin Smith 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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Respectfully,

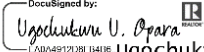
DocuSigned by:

Your Name Ugochukwu U. Opara
Your Email Build@215DevCo.com
Your Organization (If applicable)
215 Development Corporation

Exhibit R



1818 Market Street
Suite 3300
Philadelphia, PA 19103

215-845-8997
philadelphia@uli.org

philadelphia.uli.org

Date: July 14, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | JES Capital Investments LLC

I, Kevin Moran, am writing to the Land Bank to support JES Capital Investments' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

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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.

I recommend approving the transfer of property to JES Capital Investments LLC. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

A handwritten signature in black ink, appearing to read 'K. Moran', written over a horizontal line.

Kevin Moran
Executive Director
ULI Philadelphia

Exhibit R

Philadelphia Land Bank
1234 Market St, 17th Floor
Philadelphia PA 19107
RE: Support Letter for JES Capital Investments LLC

I am writing to offer my enthusiastic support for JES Capital Investments and its owner, Justin Smith, in their plan to acquire five lots in the City of Philadelphia. For over a decade, Justin has been a dedicated and successful real estate investor with a proven history of transforming communities and providing affordable housing for families.

Justin's dedication to affordable housing is clear in every project he undertakes. He excels at identifying properties with potential and turning them into safe, comfortable, and affordable homes for families in need. His mission extends beyond mere investment; it is about uplifting communities and making lasting positive impacts.

Over the past ten years, Justin has consistently showcased his expertise in real estate investment. His projects have not only met but exceeded industry standards, highlighting his meticulous attention to detail and unwavering commitment to quality. His success is founded on integrity, transparency, and a genuine passion for helping others achieve homeownership.

Justin's approach to real estate is holistic, considering the needs of the community and ensuring that his developments are sustainable and beneficial to the broader neighborhood. By acquiring these five lots in Philadelphia, JES Capital Investments intends to continue this tradition of excellence, providing much-needed affordable housing options that will enhance the lives of countless families.

I am confident that Justin Smith and JES Capital Investments will bring significant value to the City of Philadelphia. His vision, extensive experience, and unwavering commitment to affordable housing make him the ideal candidate for this acquisition. I fully support his efforts and strongly encourage the approval of this acquisition.

Thank you for considering this letter of support. Please feel free to contact me if you need any additional information or if I can be of further assistance.

Sincerely,

Ariel Brown, A2B Consultant Group

Ariel.brown1913@gmail.com

Exhibit R

Philadelphia Land Bank
1234 Market St, 17th Floor
Philadelphia PA 19107

RE: Support Letter for JES Capital Investments LLC

I am writing to express my enthusiastic support for JES Capital Investments and its owner, Justin Smith, in their endeavor to acquire five lots in the City of Philadelphia. Justin Smith has been a dedicated and successful real estate investor for over a decade, with a proven track record of transforming communities and providing affordable housing for families.

Justin's commitment to affordable housing is evident in every project he undertakes. He has a remarkable ability to identify properties with potential and transform them into safe, comfortable, and affordable homes for families in need. His dedication goes beyond mere investment; it is a mission to uplift communities and create lasting positive impacts.

Over the past ten years, Justin has consistently demonstrated his expertise in real estate investment. His projects have not only met but exceeded industry standards, reflecting his meticulous attention to detail and unwavering commitment to quality. His success is built on a foundation of integrity, transparency, and a genuine passion for helping others achieve the dream of homeownership.

Justin's approach to real estate is holistic, considering the needs of the community and ensuring that his developments are sustainable and beneficial to the broader neighborhood. By acquiring these five lots in Philadelphia, JES Capital Investments plans to continue this tradition of excellence, providing much-needed affordable housing options that will enhance the lives of countless families.

I have no doubt that Justin Smith and JES Capital Investments will bring significant value to the City of Philadelphia. His vision, combined with his extensive experience and unwavering commitment to affordable housing, make him the ideal candidate for this acquisition. I wholeheartedly support his efforts and strongly encourage the approval of this acquisition.

Thank you for considering this letter of support. Please feel free to contact me if you require any additional information or if I can be of further assistance.

Sincerely,

Kyle Moore
Moore Management Group LLC
Mmgleasing@gmail.com

Exhibit R

To Whom It May Concern,

I am writing to express my enthusiastic support for JES Capital Investments and its owner, Justin Smith, in their endeavor to acquire five lots in the City of Philadelphia. As a community leader and advocate for affordable housing, I have had the privilege of witnessing Justin's remarkable contributions to our community over the past decade.

Justin Smith has been a dedicated and successful real estate investor with a proven track record of transforming communities and providing affordable housing for families. His commitment to affordable housing is evident in every project he undertakes. He has a remarkable ability to identify properties with potential and transform them into safe, comfortable, and affordable homes for families in need. His dedication goes beyond mere investment; it is a mission to uplift communities and create lasting positive impacts.

Over the past ten years, Justin has consistently demonstrated his expertise in real estate investment. His projects have not only met but exceeded industry standards, reflecting his meticulous attention to detail and unwavering commitment to quality. His success is built on a foundation of integrity, transparency, and a genuine passion for helping others achieve the dream of homeownership.

Justin's approach to real estate is holistic, considering the needs of the community and ensuring that his developments are sustainable and beneficial to the broader neighborhood. By acquiring these five lots in Philadelphia, JES Capital Investments plans to continue this tradition of excellence, providing much-needed affordable housing options that will enhance the lives of countless families.

I have no doubt that Justin Smith and JES Capital Investments will bring significant value to the City of Philadelphia. His vision, combined with his extensive experience and unwavering commitment to affordable housing, make him the ideal candidate for this acquisition. I wholeheartedly support his efforts and strongly encourage the approval of this acquisition.

Thank you for considering this letter of support. Please feel free to contact me if you require any additional information or if I can be of further assistance.

Sincerely,


Rashod Minor

Exhibit R

Andrea Saah

From: sh1851@aol.com
Sent: Tuesday, July 16, 2024 10:12 AM
To: Andrea Saah
Subject: 2605, 2607, 2608, 2610, 2622 N 29th St

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

Greetings Ms. Saah:

The meeting on June 24, 2024, regarding the above referenced addresses, with Justin Smith, ended with the understanding that we would meet again as the proposed plan did not meet with our concerns.

We are surprised that this matter is proposed to be conveyed on Tuesday, July 14, 2024. We would ask that you not convey these parcels and that the applicant honor the community concerns and further discuss with us these concerns as stated.

We look forward to your response.

Best regards,
Bonita Cummings
Strawberry Mansion Community Concern & RCO

Exhibit S

RESOLUTION NO. 2024 – 32

**RESOLUTION AUTHORIZING CONVEYANCE OF
2605, 2607, 2608, 2610 AND 2622 N. 29TH STREET
TO JES CAPITAL INVESTMENTS LLC**

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 2605, 2607, 2608, 2610 and 2622 N. 29th Street (collectively, the “**Property**”) to JES Capital Investments LLC (the “**Purchaser**”);

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

1. The conveyance of the Property to the Purchaser for Five Thousand and 00/100 U.S. Dollars (\$5,000.00) 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 July 16, 2024.

Exhibit T



THE BARRA FOUNDATION

July 15, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros

On behalf of The Barra Foundation, I am writing to the Land Bank to support Seamless Pros' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers 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.

I recommend approving the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

Lauren Stebbins
Program Officer

ADDRESS 1617 JOHN F KENNEDY BLVD., SUITE 2019, PHILADELPHIA, PA 19103
WEB BARRAFOUNDATION.ORG
PHONE 610.964.7601

Exhibit T

DocuSign Envelope ID: E1DACC3E-AA3B-41E2-9F37-D1E2552E2ED6

Date: 7/15/2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros Development

I, Isaac Singleton, Project IV LLC, am writing to the Land Bank to support Seamless Pros Development's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RISE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RISE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RISE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

I recommend approving the transfer of property to Seamless Pros Development. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

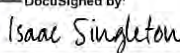
DocuSigned by:

4B4E4CB2F20E4C8...

Exhibit T



Date: July 15, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros

I, Kevin Williams, am writing to the Land Bank to support Seamless Pros' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

I recommend approving the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

Kevin Williams,
CEO, Black Squirrel

📞 267.223.7803

✉️ info@blacksquirrel.co

📍 3401 Market St., 2nd Floor, Philadelphia

🌐 www.blacksquirrel.co

Exhibit T



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter Seamless Pros (Anthony Bright & Khalief Evans)

We write in support of Seamless Pros 's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

We support approval of the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Truly,

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

Varsovia Fernandez, CEO

50 S. 16th Street, 17th Floor
Philadelphia, PA 19102
717.725.6356 • www.pacdfinetwork.org

Exhibit T



Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

July 12, 2024

RE: Support Letter | Seamless Pros

I, Maleda Berhane, am writing to the Land Bank to support Seamless Pros' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced, diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

I recommend approving the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

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

Exhibit T



Letter of Support - Seamless Pros
July 12, 2024
Page 2

Respectfully,

Maleda Berhane
Principal & CEO
AR Spruce LLC
Email: maleda@arspruce.com

Exhibit T



Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

Date: 7/12/2024

RE: Support Letter | Seamless Pros

I, Damian Smith, am writing to the Land Bank to support JES Capital Investments application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

I recommend approving the transfer of property to JES Capital Investment. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Exhibit T

Respectfully,

Damian Smith

Smith Property Works

Exhibit T

Place on Letterhead

Date: July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros, LLC

I, Ibraheim Campbell, am writing to the Land Bank to support Seamless Pros, LLC 's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

I recommend approving the transfer of property to Seamless Pros, LLC. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

Ibraheim Campbell
Ibraheim@soarcity.com
Soar City Development/ Philly Rise/ Black Squirrel

Exhibit T



Date: July 11, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros

I, Brian Murray, CEO of Shift Capital, am writing to the Land Bank to support Seamless Pros' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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

I recommend approving the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

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

Brian Murray
CEO, Shift Capital

Exhibit T



July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros

I, David Langlieb, am writing to the Land Bank to support Seamless Pros' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RISE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RISE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RISE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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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.

I recommend approving the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,



David Langlieb

Executive Director, Philadelphia Accelerator Fund

Exhibit T



Date: July 12, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros

I, Sang Phouansouvanh am writing to the Land Bank to support Seamless Pro's application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers 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.

I recommend approving the transfer of property to Seamless Pros This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

Sangkham Phouansouvanh

Exhibit T



July 11, 2024

PHDC, Philadelphia Land Bank
1234 Market St, 17th Floor.
Philadelphia, PA 19107

RE: Seamless Pros Support Letter

Andrea Saah,

I am writing to the Land Bank in support of Seamless Pros application to acquire residential lots from the City of Philadelphia. The owners Anthony Bright & Khalief Evans have been participants 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.
- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

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

Exhibit T



I recommend the approval of the transfer of property Seamless Pros because it will help improve 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".

Mark Lawson

President

Exhibit T



1818 Market Street
Suite 3300
Philadelphia, PA 19103

215-845-8997
philadelphia@uli.org

philadelphia.uli.org

Date: July 14, 2024

Philadelphia Land Bank
1234 Market Street, 17th Floor
Philadelphia, PA 19107

RE: Support Letter | Seamless Pros

I, Kevin Moran, am writing to the Land Bank to support Seamless Pros' application to acquire residential lots from the City of Philadelphia. This company has been an active participant in the Black Squirrel Collaborative initiative "Philly RiSE," a real estate accelerator designed for Black and Brown developers in Philadelphia. Philly RiSE is the first program aimed at leveraging the talent of experienced diverse developers to foster a more equitable real estate ecosystem within communities. The program offers training, networking, and access to property and capital, all to increase the number of homes built by diverse developers, contractors, and workers.

Black Squirrel has created Philly RiSE to connect underserved communities and minority developers with the resources and support needed to build a sustainable and thriving community ecosystem. By using Black Squirrel as the central hub for multi-site development across the city, a dedicated team of project managers, CDFIs, certified trainers, and seasoned real estate developers will provide a high-touch, systematic approach to:

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- Create entrepreneurial opportunities, which drive the income needed to build an equitable real estate ecosystem.

I recommend approving the transfer of property to Seamless Pros. This will facilitate the improvement of vacant lots in Philadelphia, create new affordable housing, and empower Black developers, contractors, and other diverse real estate stakeholders, contributing to a more equitable real estate ecosystem.

Respectfully,

A handwritten signature in black ink, appearing to read 'K. Moran', written over a horizontal line.

Kevin Moran
Executive Director
ULI Philadelphia

Exhibit U

RESOLUTION NO. 2024 – 33

RESOLUTION AUTHORIZING CONVEYANCE OF 1766 N. BODINE STREET, 1768 N. BODINE STREET, 1770 N. BODINE STREET, 1772 N. BODINE STREET, 218 CECIL B. MOORE AVENUE, 2244 HOPE STREET AND 2246 HOPE STREET TO SEAMLESS DEVELOPMENT LLC

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 1766 N. Bodine Street, 1768 N. Bodine Street, 1770 N. Bodine Street, 1772 N. Bodine Street, 218 Cecil B. Moore Avenue, 2244 Hope Street, and 2246 Hope Street (collectively, the “**Property**”) to Seamless Development LLC (the “**Purchaser**”);

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

1. The conveyance of the Property to the Purchaser for Seven Thousand and 00/100 U.S. Dollars (\$7,000.00) 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 July 16, 2024.

Exhibit V

RESOLUTION NO. 2024 – 34

**RESOLUTION AUTHORIZING CONVEYANCE OF
1900 E. LEHIGH AVENUE TO QUAY PHONG AND MUI A. PHONG**

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 1900 E. Lehigh Avenue (the “**Property**”) to Quay Phong and Mui A. Phong (the “**Purchasers**”).

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

1. The conveyance of the Property to the Purchasers for One and 00/100 U.S. Dollar (\$1.00) and a thirty (30) year mortgage for Seventy-Four Thousand Nine Hundred Ninety-Nine and 00/100 U.S. Dollars (\$74,999.00) 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 July 16, 2024.