

**AGENDA**  
**PHILADELPHIA LAND BANK**  
**BOARD OF DIRECTORS' ANNUAL MEETING**

TUESDAY, AUGUST 13, 2024 – 10:00 AM  
THIS MEETING WILL BE HELD REMOTELY ON ZOOM AND IS OPEN TO THE PUBLIC.

**INSTRUCTIONS FOR REGISTERING FOR PUBLIC ACCESS TO THIS MEETING  
AND FOR SUBMISSION OF PUBLIC COMMENTS ARE LOCATED ON THE PAGE  
FOLLOWING THE AGENDA**

**AGENDA**

- I. Roll Call
- II. Approval of Minutes of the Meeting of July 16, 2024
- III. Executive Director's Report
- IV. Administrative Matters
  - A. Resolution Approving Board Committee ~~Charter~~
- V. Property Dispositions

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

- 1. The properties below are proposed for disposition to **Hughes Housing LLC** to develop eight (8) ~~ten (10)~~ single-family homeownership units in the Third (3rd) Council District. The units will each be two stories, with an unfinished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,370 square feet each. They will be sold to households with incomes at or below 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.
  - 3731\* and 3940\* Aspen Street, 3936\* and 3959 Brown Street; 3958\* Parrish Street; 3900 and 3972\* Reno Street; 773\* Sloan Street; ~~and 855\* and 857 N. 43rd Street~~ (CD 3) (*\*denotes properties being transferred by the City of Philadelphia and Philadelphia Redevelopment Authority to the Land Bank*)
- 2. The properties below are proposed for disposition to **Seamless Development Group2 LLC** to develop ten (10) single-family homeownership units in the Third (3rd) Council District. The units will each be two stories, without basements, containing three (3) bedrooms and one and a half (1.5) bathrooms at

approximately 1,350 square feet each. They will be sold to households with incomes at or below 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.

- 3801, 3803, 3811, 3814\*, 3816\*, 3850\*, 3852\*, 3960\*, 3962\*, and 3964\* Reno Street (CD 3) (*\*denotes properties being transferred by the City of Philadelphia and Philadelphia Redevelopment Authority to the Land Bank*)

- 3. TABLED** ~~The properties below are proposed for disposition to **The Prime Corporation of New Jersey, Inc.** to develop ten (10) single-family homeownership units in the Seventh (7th) Council District. The units will each be two stories, with finished basement, containing three (3) bedrooms and two (2) bathrooms at approximately 1,300 square feet each. They will be sold to households with incomes at or below 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.~~

- ~~• 2407\*, 2409, 2411, 2413\*, 2415\*, 2439, 2441, 2443, 2445, and 2447 N. 6th Street (CD 7) (*\*denotes properties being transferred by the City of Philadelphia and Philadelphia Redevelopment Authority to the Land Bank*)~~

- 4.** The property below is proposed for disposition to **Levan Alston, Sr.** to rehabilitate one (1) single-family homeownership unit in the Fourth (4th) Council District. The unit will be two stories, with an unfinished basement, containing three (3) bedrooms and one (1) bathroom at approximately 1,250 square feet. It will be rented to a household with an income at or below 80% of AMI. The property will be subject to at thirty (30) year Declaration of Restrictive Covenants assuring affordability at or below 80% of AMI. The application was unsolicited and evaluated pursuant to the disposition policy. An EOP plan will apply to this project.

- 3148 N. 24<sup>th</sup> Street\* (CD 4) (*\*denotes property being transferred by Philadelphia Redevelopment Authority to the Land Bank*)

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

## **VII. Adjournment**

---

**MEMORANDUM**

---

**FROM:** Andrea Imredy Saah, Esq., Senior Counsel  
**RE:** **Philadelphia Land Bank August 13, 2024, Board Meeting**  
Remote Board Meeting Notice, Public Attendance, and Comment Procedures  
**DATE:** August 2, 2024

---

The August 2024 Meeting of the Board of Directors of the Philadelphia Land Bank (“Land Bank”) is currently scheduled for Tuesday, August 13, 2024, with the executive session to begin at 9:30 A.M. and the meeting to begin at 10:00 A.M. or as soon as the Executive Session has ended. This meeting will be held remotely using Zoom webinar. The meeting is open to public attendees and for public comments and questions.

**PLEASE NOTE: To participate in the meeting on your computer, you must register in advance.** This requirement is necessary to allow us to collect the names of participants as required by law. Using a computer, tablet or smartphone, use the following link:

[https://us02web.zoom.us/webinar/register/WN\\_uShnioX9SLuhXBEJVC4utQ](https://us02web.zoom.us/webinar/register/WN_uShnioX9SLuhXBEJVC4utQ)

After registering, you will receive a confirmation email containing information about joining the webinar. Members of the public who join before 10 A.M. will be given access when the meeting begins.

**Webinar ID: 863 4196 8429; Passcode: 433530**

**To join the meeting by calling in, dial one of the following numbers:**

+1 267 831 0333 or +1 301 715 8592 or +1 312 626 6799 or +1 929 205 6099 **Passcode: 433530**

The Board agenda and package will be available to view no later than five (5) days prior to the Board meeting at <https://phdcphila.org/who-we-are/boards/philadelphia-land-bank-board/>. Public comment and questions regarding the matters that are posted on the agenda may be submitted by email prior to the Board meeting and/or in person if attending the Board meeting.

**Public Comment BEFORE Board Meeting:**

Email the following information to [andrea.saah@phdc.phila.gov](mailto:andrea.saah@phdc.phila.gov) by 3:00 p.m. on Monday, August 12, 2024:

- Your full name and group or company affiliation, if applicable;
- Contact information (your email address);
- Identify the agenda item that you are addressing; and
- State your question/comment in a clear and concise manner.

Questions/comments submitted via email by the 3:00 pm deadline will be summarized at the Board meeting, answered or addressed to the extent the Board chooses, and attached to the minutes of the meeting.

*(continued on next page)*

**Public Comment DURING Board Meeting:**

To submit questions or comments during the Board meeting when public comment on an agenda item is requested by the Board Chair, use the “Raise Hand” function at the bottom of the screen. Questions may also be submitted using the “Q&A” function. Q&A submissions will be attached to the minutes of the meeting.

Individuals will be allowed two (2) minutes for public comment per person per agenda item.

- The Chair reserves the right to limit comments when more than a certain number of people have the same comments on the same matter.
- Staff will assist with timing and muting microphones as needed.

**Rules of Conduct:**

- Comments must be related to the specific agenda item in question.
- There will be no personal attacks or hate speech against anyone, including applicants, staff members, Board members or other members of the public.

**Recording of Board Meeting:**

If possible, the Board meeting will be recorded and made publicly available within thirty (30) days. If you have a question about an agenda item after the meeting concludes, please submit it to [andrea.saah@phdc.phila.gov](mailto:andrea.saah@phdc.phila.gov) with the following information:

- Your full name and group or company affiliation, if applicable;
- Contact information (your email address);
- Identify the agenda item that you are addressing; and
- State your question/comment in a clear and concise manner.

Land Bank staff will provide a response to the extent possible.

## PHILADELPHIA LAND BANK

### JULY 16, 2024 BOARD OF DIRECTORS MEETING MINUTES (DRAFT)

---

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](mailto:Andrea.Saah@phdc.phila.gov). Please note that all questions and comments received by email prior to this meeting or through the Q&A function during the meeting will be included in the minutes. All questions and comments received 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**.

##### **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. Dema left the meeting at 11:01 am.

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. Ms. Greenberg 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. Beauvais moved to approve the disposition. Mr. Jeremiah 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; Kyla 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**).

Mr. Brown left the meeting at 12:46 pm.

## **V.C. Side/Rear Yards**

Mr. Rodriguez requested that the Board authorize the conveyance of 1900 E. Lehigh Avenue in the First (1<sup>st</sup>) 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 1<sup>st</sup> 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.

<b>User Name</b>
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.

<b>User Name</b>
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 Ángeles
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

Page 3 of 3

**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. <a href="https://phdcphila.org/residents-and-landlords/homebuyers-and-renters/turn-the-key/">https://phdcphila.org/residents-and-landlords/homebuyers-and-renters/turn-the-key/</a> Please refer to the Executive Director Report in the Board package which provides information. <a href="https://phdcphila.org/who-we-are/boards/philadelphia-land-bank-board/">https://phdcphila.org/who-we-are/boards/philadelphia-land-bank-board/</a>
7	Do you send out link to this recording?	Juanda Myles	When we have it it willbe 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**

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

AGENDA (Continued)		Page 3			Page 5
V. Property Dispositions			1	reviewed the agenda, we discussed the scheduling of a Board	
			2	orientation, and discussed the process of appointing	
			3	committee members to the two new committees, Finance and	
			4	Policy and Planning. Thank you.	
B. Development - Affordable Housing (Unsolicited)			5	CHAIR WETZEL: Please call the roll.	
			6	MS. SAAH: Yes. Cornelius Brown?	
			7	MR. BROWN: Present.	
6. 2605, 2607, 2608, 2610, and 2622 North	69		8	MS. SAAH: Nicholas Dena?	
29th Street			9	VICE CHAIR DEMA: Present.	
			10	MS. SAAH: Andrew Goodman?	
			11	MR. GOODMAN: Present.	
7. 1766, 1768, 1770 and 1772 N. Bodine Street;	102		12	MS. SAAH: Maria Gonzalez?	
218 Cecil B. Moore Avenue; 2244 and 2246			13	MS. GONZALEZ: Present.	
Hope Street			14	MS. SAAH: Kelvin Jeremiah?	
			15	(No response.)	
			16	MS. SAAH: I think he's having technical problems	
			17	so we'll get back to him. Jemie Greenberg?	
			18	MS. GREENBERG: Present.	
VI. Public Comment (Old/New Business)	120		19	MS. SAAH: Michael Johns?	
			20	MR. JOHNS: Present.	
			21	MS. SAAH: Rebecca Lopez Kriss?	
VII. Adjournment	127		22	MS. LOPEZ KRISS: I'm here.	
			23	MS. SAAH: Darwin Beauvais?	
			24	MR. BEAUVAIS: Present.	

**Lexitas Legal Philadelphia  
215-504-4622**

## **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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

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

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

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

**Lexitas Legal Philadelphia  
215-504-4622**

## Exhibit A

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

<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>

Lexitas Legal Philadelphia  
215-504-4622

## **Exhibit A**

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

<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. 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 Germantown Settlement 10 properties, the PRA had mortgages and they were in court to 11 foreclose on those properties and take them back from 12 Germantown 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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.</p> <p>3 On average, we spend about \$8,000 to \$12,000 per 4 parcel in acquiring it, so it definitely was an anomaly.</p> <p>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.</p> <p>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.</p> <p>14 Those things, we'll work it out, present it to the 15 Finance Committee and then to the full Board.</p> <p>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 --</p> <p>20 MR. RODRIGUEZ: Bylaws I think state anything over 21 \$75,000.</p> <p>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.</p> <p>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.</p> <p>7 Herb, thank you so much for putting it all 8 together. I think it's helpful moving forward to have 9 charters.</p> <p>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.</p> <p>15 Are there any more Board comments? 16 (No response.)</p> <p>17 CHAIR WETZEL: If not, Andrea, were there any 18 public comments?</p> <p>19 MR. RODRIGUEZ: No written submissions, but we do 20 have a hand up. We have Jihad Ali with a hand up.</p> <p>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.</p> <p>5 CHAIR WETZEL: I'd like --</p> <p>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 --</p> <p>14 MR. JEREMIAH: All of the parts --</p> <p>15 MR. GOODMAN: -- the ultimate -- yeah.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>8 But in that piece, he talks about, the BOP plan is 9 set between approved developer and Division of Housing 10 Community Development.</p> <p>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.</p> <p>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.</p> <p>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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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. 5 MR. RODRIGUEZ: So the first question I'll answer. 6 The Division of Housing and Community Development is a 7 division of Labor. 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. 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. 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. 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. 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? 8 MR. RODRIGUEZ: Yes. 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. 12 MS. LOPEZ KRISS: One quick word is, OBO, 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. 16 CHAIR WETZEL: Thank you, Rebecca. 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. 20 Are there any other public comments on the 21 proposed committee charters for the Land Bank? 22 (No response.) 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. 2 I hope that answered that question. Now, Andrea, 3 I think you can answer the question about Sunshine. 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. 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. 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. 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. 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. 2 CHAIR WETZEL: Thank you. May I get a second? 3 MS. LOPEZ KRISS: Second. 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. 8 (Chorus of ayes.) 9 CHAIR WETZEL: Opposed? 10 (No response.) 11 CHAIR WETZEL: Resolution passes. Next item. 12 MR. RODRIGUEZ: The next item for the Board's 13 consideration is property dispositions. This is an 14 assemblage, an unsolicited assemblage. 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. 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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 BLA 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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 Fund, 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 Fund.</p> <p>12 I just wanted to thank the city because the city 13 has given the Accelerator Fund, 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## Exhibit A

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

<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 Turn 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 Turn 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>

**Lexitas Legal Philadelphia**  
**215-504-4622**

## **Exhibit A**

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

<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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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 reverted 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 reverted, 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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; De'Wayne 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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>

**Lexitas Legal Philadelphia  
215-504-4622**

## Exhibit A

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

<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>

**Lexitas Legal Philadelphia**  
**215-504-4622**

## **Exhibit A**

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

<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; Kyiah 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; Armond 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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.</p> <p>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.</p> <p>23 MS. CUMMINGS: Can you hear me?</p> <p>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.</p> <p>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.</p> <p>5 Are there other public comments?</p> <p>6 MR. RODRIGUEZ: We have Jihad Ali.</p> <p>7 CHAIR WETZEL: Mr. Ali?</p> <p>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.</p> <p>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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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, JBS 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

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

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>6 MR. BEAUVAIS: Yes, I know, because she stated 7 here today she wanted you to come back.</p> <p>8 MR. SMITH: Yes.</p> <p>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.</p> <p>13 MR. BEAUVAIS: I think I got it. Thanks.</p> <p>14 MR. RODRIGUEZ: We have David Langlieb again.</p> <p>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.</p> <p>20 MR. RODRIGUEZ: Okay. So David Langlieb.</p> <p>21 MR. LANGLEIB: 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.</p> <p>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. LANGLEIB: There --</p> <p>16 MS. LOPEZ KRISS: How does that happen?</p> <p>17 MR. LANGLEIB: 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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&amp;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&amp;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&amp;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&amp;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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

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

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>20          CHAIR WETZEL: Thank you.</p> <p>21          MR. RODRIGUEZ: We have Timour Kamran.</p> <p>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 RCOs, 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.</p> <p>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.</p> <p>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.</p> <p>10          CHAIR WETZEL: Any more public comment?</p> <p>11          MR. RODRIGUEZ: We have Mohammed Rushdy.</p> <p>12          CHAIR WETZEL: And I think Mr. -- go ahead. Go 13 ahead, let's go with Mo Rushdy, please.</p> <p>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.</p> <p>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.</p> <p>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 RCO boundaries.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>24          MR. RODRIGUEZ: We have --</p>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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 Kibbles town 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>

**Lexitas Legal Philadelphia  
215-504-4622**

## **Exhibit A**

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

<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: Jennifer.</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>

**Lexitas Legal Philadelphia  
215-504-4622**


## **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 KRISS: 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 By: 11  12 John A. Kelly 13 Court Reporter 14 15 16 17 18 19 20 21 22 23 24</p>

Lexitas Legal Philadelphia  
215-504-4622

## Exhibit B



1234 Market St., 16<sup>th</sup> 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 (10<sup>th</sup>) 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.

<b>Adopted by Philadelphia Land Bank Board of Directors on July 16, 2024.</b>
---

## **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.