

1 **DRAFT MINUTES**
2 **TOWN OF APEX**
3 **TOWN COUNCIL WORK SESSION**
4 **TUESDAY, APRIL 16, 2024**
5 **3:30 P.M.**

6 The Apex Town Council met for a work session on Tuesday, April 16, 2024 at 3:30 p.m. at the
7 Apex Town Hall located at 73 Hunter Street in Apex North Carolina.

8 This meeting was open to the public. Members of the public were able to attend this
9 meeting in-person or watch online via the livestream on the Town’s YouTube Channel:

10 <https://www.youtube.com/watch?v=w-1FrNI47uc>

11
12 Elected Body

- 13 Mayor Jacques K. Gilbert (presiding)
14 Mayor Pro-Tempore Ed Gray
15 Councilmember Brett Gantt
16 Councilmember Terry Mahaffey
17 Councilmember Arno Zegerman
18 Absent: Councilmember Audra Killingsworth

19
20 Town Staff

- 21 Town Manager Randy Vosburg
22 Deputy Town Manager Shawn Purvis
23 Assistant Town Manager Demetria John
24 Assistant Town Manager Marty Stone
25 Town Attorney Laurie Hohe
26 Town Clerk Allen Coleman
27 Director Marla Newman

28 All other staff members will be identified appropriately below.

29 **[COMMENCEMENT]**

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31 **Mayor Gilbert** called the Work Session in order and welcomed Town Manager Randy
32 Vosburg to his first work session, and led in a recitation of the Pledge of Allegiance.

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34 **[AGENDA ITEM NO. 1 - HOUSING PROGRAM UPDATES]**

35 **Marla Newman**, Director, Community Development and Neighborhood
36 Connections, said this meeting is an overview of where the new department is at, updates on
37 some existing work that’s been going on, as well as bringing in the School of Government,
38 and how to move forward with housing needs.

1 [SLIDE-1]



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3 [SLIDE-2]

 Slide 2 is titled "Agenda" in a large, bold, serif font on the left. To the right of the title is a teal square and a photograph of two men in a white shirt and a light-colored shirt looking at a laptop. Further right is a list of agenda items under four sub-headers:

- Department Overview**
- Updates**
 - Apex Cares
 - 2021 Affordable Housing Plan
 - 2023 Affordable Housing Incentive Zoning Policy
- Presentation**
 - Housing Development Opportunities – Development Finance Initiative (DFI)
- Challenges**
 - Land Availability & Funding

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5 [SLIDE-3]

 Slide 3 is titled "CDNC Team" in a teal serif font on the left. It features five headshots of team members arranged in two rows. Each headshot is in a square frame with a brick wall background. Below each headshot is the person's name and title:

- Darla Bryant**, Community Connections Center Manager
- Lamont Taylor**, Housing Program Manager
- Brianne Gill**, Community Engagement Manager
- Michael Linsenmeyer**, Senior Housing Specialist
- Rebekah Shamberger**, Housing Specialist

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1 [SLIDE-4]

Apex Cares Home Rehab Program

A Housing *Preservation* Strategy

Since inception, 30 homeowners have received services ranging from kitchen and bathroom floor replacement to roof replacement and tub-to-shower conversions.


Total Apex Cares funds - \$554,111

Household average - \$18,470


Additional funds needed - \$197,825 (raised by RTT)

Total project costs - \$751,937


Staff has reviewed the following program elements and will recommend increasing the support provided per household and expanding services to other communities struggling with deferred maintenance issues:




Refine list of eligible repairs; include emergency repairs and architectural barriers to aging in place



Increase funding cap per household



Leverage other rehab funding sources, e.g., weatherization, environmental remediation, etc.




Extend services to owners of manufactured housing

2
3 **Mayor Pro-Tempore Gray** asked what ways are we approaching or dealing with the
4 gap with homeowners and those that are renters, and how they may be eligible for this type
5 of funding.

6 **Director Newman** said first is to make sure the town is in compliance with the
7 requirements. She said some kind of legal agreement where there is a restrictive covenant
8 put on the property so that it can be continue to be rented and affordable. She said the
9 department is still working on ideas and will bring to council some ideas after consulting with
10 the Housing Advisory Board (HAB) and receiving their feedback.

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12 [SLIDE-5]

Plan & Policy Updates



Affordable Housing Plan

- RFP to select consultant
- Ensure robust community engagement, including the HAB and Planning Board
- Update all relevant data points
- Update and modify, if necessary, existing plan strategies
- Create both development and preservation strategies
- Solicit feedback to plan draft from the HAB, Planning Board, and stakeholders prior to presentation to Town Council

Incentive Zoning Policy

- Staff reviewing current policy and identifying areas to clarify and enhance – particularly non-financial incentives
- Staff will solicit feedback from HAB and Planning Board
- Staff will draft modifications to the policy based on review and feedback, submit to HAB and Planning Board for additional feedback before final draft presentation to Town Council

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14 **Councilman Gantt** asked if the development and preservations was more of an in-
15 depth strategy.

16 **Director Newman** said yes, beyond simple recommendations and really incentivizing
17 the zoning policy.

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1 [SLIDE-6]



Housing Development Opportunities

New Housing *Development* Strategy

DFI analysis:
7 acres at S. Hughes St and Perry Rd

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3 [SLIDE-7]




Challenges Land & Funding

The demand for homes affordable to low- and middle wage earners, families, seniors and other-abled persons is far outpacing the current supply, as well as what's proposed in the near term.

As you can see from the DFI presentation, land availability is one of the major local challenges to develop affordable housing.

Related to that is the cost of available land within Town limits, as well as the budget limitations of the Affordable Housing Fund.

Though we are presented with a number of unique challenges to housing affordability in Apex, there are examples of approaches that address affordability for low- and middle-income households in high-cost markets.

-  Land availability
-  Land cost and Town financing for acquisition
-  Programs that work

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5 [SLIDE-8]


Where Do We Go From Here?

Increasing and Leveraging Investments to Meet Demand

The Town has shown its commitment to addressing our need through creation of the Affordable Housing Fund (AHF), a significant **first step**.

Opportunities to explore that can better enable the Town to meet demand include:

1. Increasing the AHF
2. Diversifying funding sources
3. Greater leveraging of Town investments
4. Leveraging the Town's expanding footprint due to growth, and
5. Repurposing some existing Town-owned properties.

-  Funding target amount and frequency
-  Partnerships & collaborations
-  Currently available resources to pursue
-  Timeline

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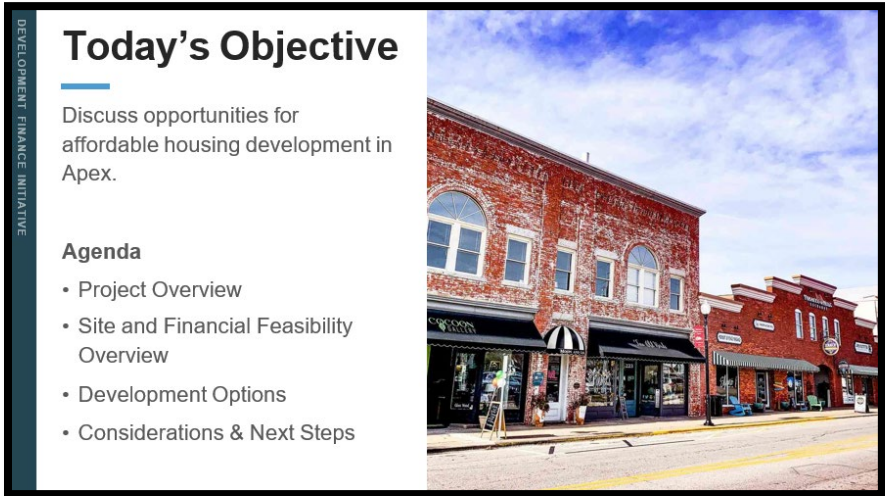
1 **[AGENDA ITEM NO. 2 - HOUSING DEVELOPMENT OPPORTUNITIES**
2 **PRESENTATION]**

3 **Sonyia Turner**, Senior Project Manager, UNC-SOG Development Finance Initiative
4 (DFI), gave a presentation discussing opportunities for affordable housing development in
5 Apex.

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7 **[SLIDE-1]**




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9 **[SLIDE-2]**



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1 [SLIDE-3]

DEVELOPMENT FINANCE INITIATIVE




SCHOOL OF GOVERNMENT
Development Finance Initiative

DFI, a program of UNC Chapel Hill's School of Government (SOG), partners with local governments to attract private investment for transformative projects by providing specialized finance and development expertise.

SOG is the largest university-based local government training, advisory, and research organization in the United States, and serves more than 12,000 public officials each year.

Values: Nonpartisan, policy-neutral, responsive.



Project Team
Sr. Project Manager: Sonyia Turner
Sr. Analyst: Frank Muraca
Asst. Director Housing: Sarah Odio

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3 [SLIDE-4]

DEVELOPMENT FINANCE INITIATIVE

Opportunity Site Identification

To identify affordable housing development opportunities, DFI conducts:

- 1. Stakeholder Engagement**
 - Goal: inform City's priorities for future affordable housing development
- 2. Housing Needs (Market) Assessment**
 - Goal: determine demand for different housing types based on economic drivers and current housing supply
- 3. Site Suitability Analysis**
 - Goal: identify sites that meet City's priorities for future affordable housing development
- 4. High-Level Site and Financial Feasibility**
 - Goal: determine type and scale of housing development possible, and estimate potential private funding sources and minimum funding gap for each scenario

Potential Phase 2: Site-specific pre-development services and development partner solicitation.

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5 [SLIDE-5]

DEVELOPMENT FINANCE INITIATIVE

Potential Housing Priorities

Housing priorities identified from Town staff, stakeholder conversations, and previous housing plans:

- Increase production of affordable units for low-to-moderate income (LMI) households.
 - Rental and homeownership options.
- Build partnerships across the region to meet the housing needs of vulnerable populations.
- Connect affordable housing development with transit service, transportation infrastructure, and amenities.

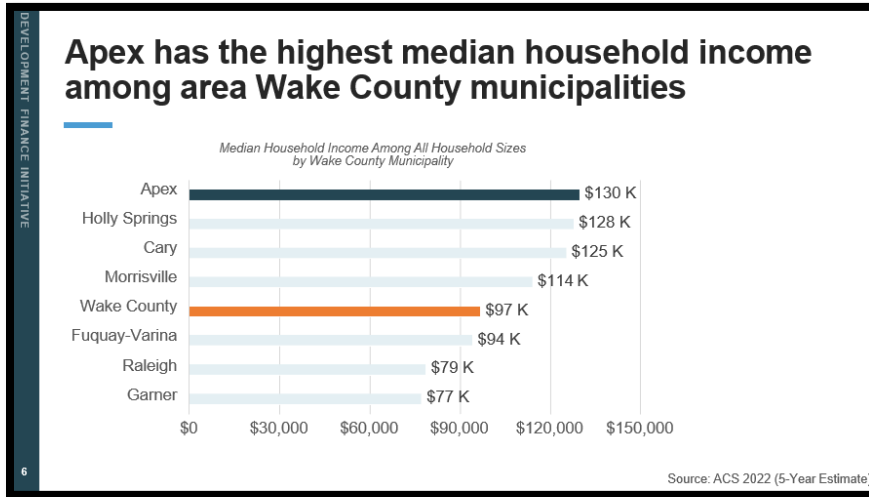


Broadstone Walk Rendering | Apex, NC

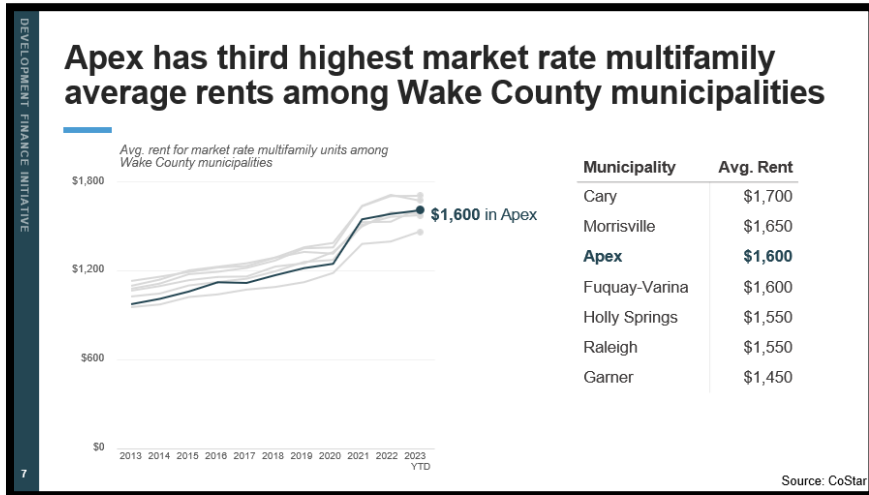
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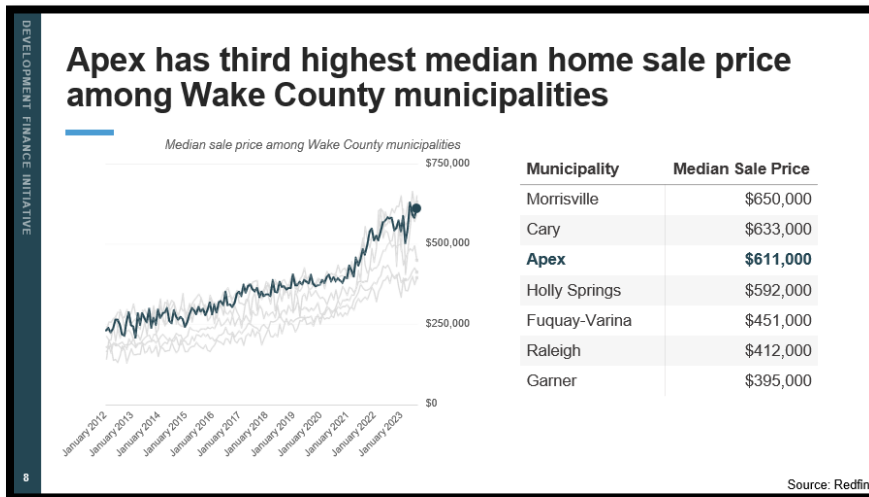
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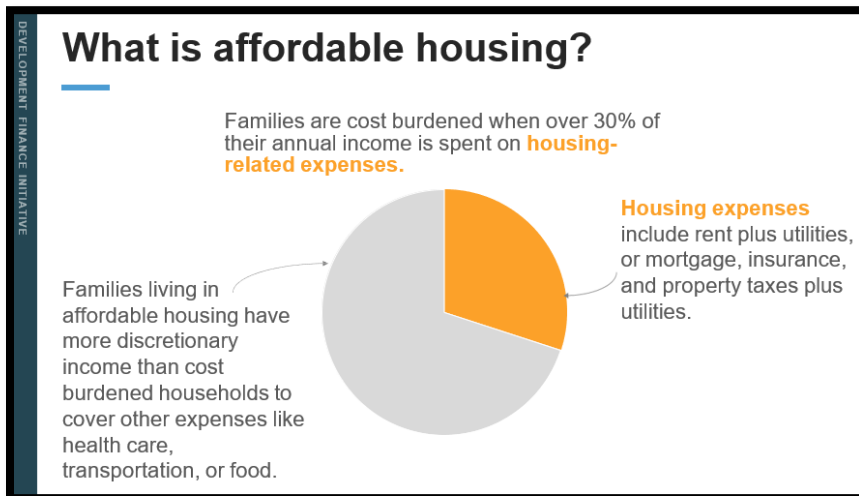
DEVELOPMENT FINANCE INITIATIVE

Households need to earn approx. \$184,000 to afford the median home price on the market

	2020	2023
Interest rate	2.8%	7.2%
Median home price	\$476,000	\$630,000
Down payment	\$33,300	\$44,100
Monthly mortgage costs	\$1,800	\$4,000
Monthly taxes, insurance, utilities	\$600	\$800
Annual income needed	\$93,500	\$184,400

9 Source: Zillow, St. Louis FRED, RS Means, and DFI analysis of JCHS methodology *Assumes 30-year fixed rate, 7% down payment with no PMI, credit score >710, maximum 31% housing costs to income

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5 [SLIDE-11]

- DEVELOPMENT FINANCE INITIATIVE
- ### Who can the Town assist with the affordable housing development?
- State constitution and statutory requirement:
 - Housing for "low income" or "poor"
 - 20% of units restricted to households earning less than 60% AMI.
 - Serves a public purpose:
 - "only when the planning, construction, and financing of decent residential housing is not otherwise available"
 - Because "private enterprise is unable to meet the need"
 - Can support the development of units that are income restricted up to 80% AMI
 - No authority to aid unrestricted (market) units
 - Funding source requirements
- Source: Tyler Mulligan, *Local Government Support for Privately Owned Affordable Housing*, Coates Canons Law Blog (May 16, 2022).

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1 **Assistant Town Manager John** asked what the Town do to cast the Net wider
 2 for the 81% up to 120%.

3 **Ms. Turner** said the nuance of that would be the town to provide an investment or
 4 subsidy for the development project to meet those requirements.

5 **Councilmember Gantt** said he was confused by the restrictions to households in
 6 regards to 60% AMI and 80% AMI.

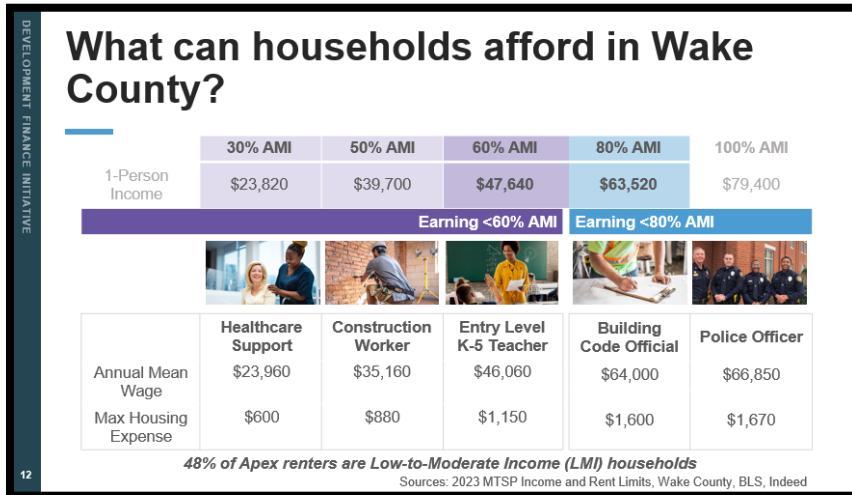
7 **Ms. Turner** said the guidelines are 20% of the units have to serve households earning
 8 60% AMI and the market rate for the rest of the units.

9 **Director Newman** said the greater income mix also helps to underwrite or support
 10 those units that are at the lower income scale.

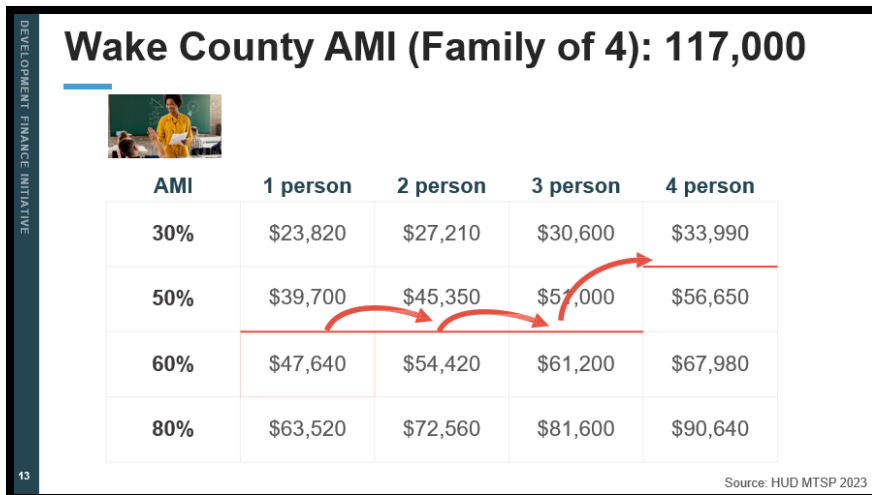
11 **Councilmember Mahaffey** asked if there is a distinction between what types of
 12 support would be subject to 20% limitation.

13 **Ms. Turner** said she would have to defer that question to their attorney, Tyler
 14 Mulligan.

15 **[SLIDE-12]**



16 **[SLIDE-13]**

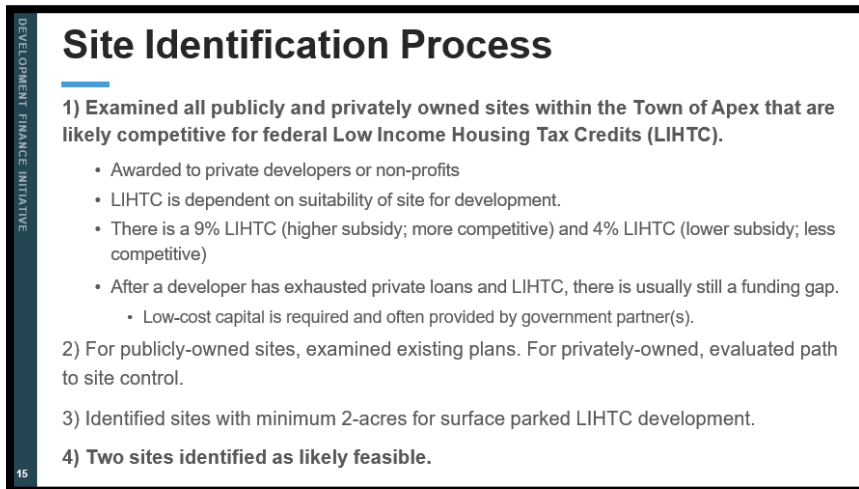


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1 [SLIDE-14]



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5 **Councilmember Gantt** asked to explain the criteria requirements.

6 **Ms. Turner** said per state of North Carolina the sites have to have a perfect score to
7 compete within Low Income Housing Tax Credits (LIHTC).

8 **Assistant Town Manager John** asked to talk about the 9% tax credits since it's so
9 competitive, in which the 4% is not.

10 **Ms. Turner** said the 9% is more competitive there's an application period which takes
11 to a year to finalize, then 4% process is a little expedited but the tradeoff is the lower subsidy.

12 **Assistant Town Manager John** said Federal Homeland Bank is usually used as part of
13 a GAP source.

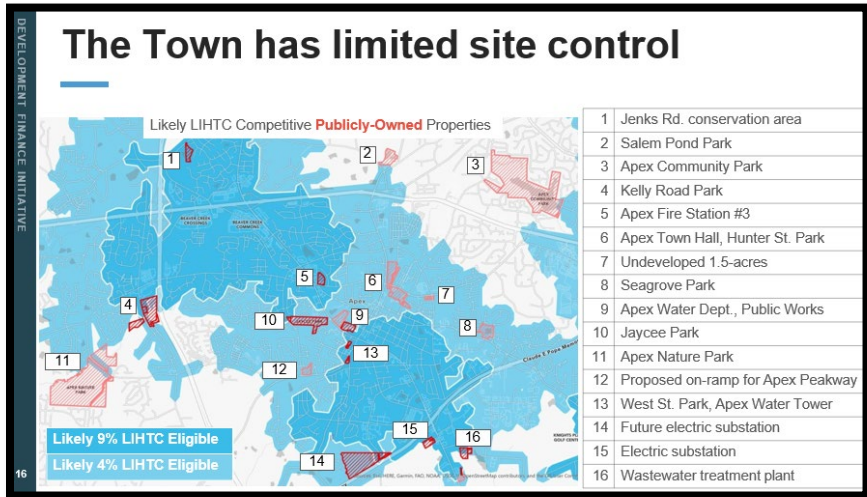
14 **Councilmember Gantt** asked if there was a Cap on number of units that are eligible
15 for the 9%.

16 **Ms. Turner** said yes.

1 **Director Newman** said there are ways to still maximize a large parcel even if there
 2 may be some caps on how many tax credit funded units. She said you can do other stuff
 3 around that on the same parcel just not in that particular case.

4 **Assistant Town Manager John** said even replotting for commercial space.

5 **[SLIDE-16]**

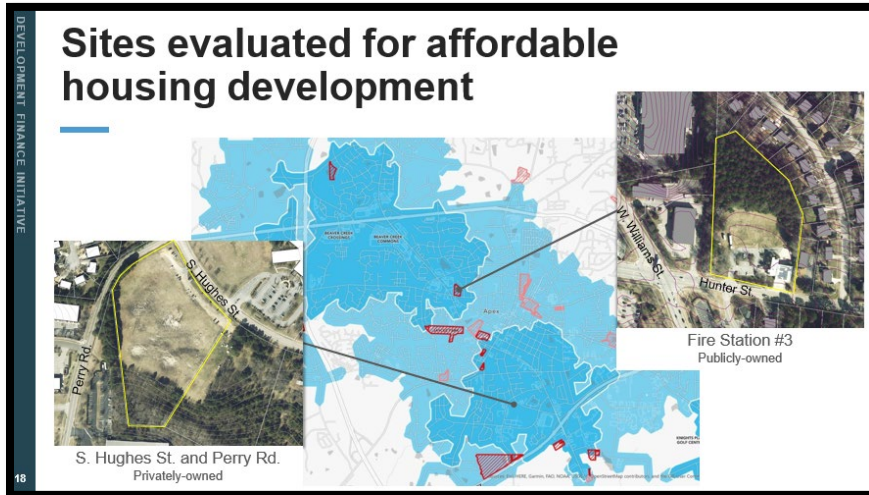


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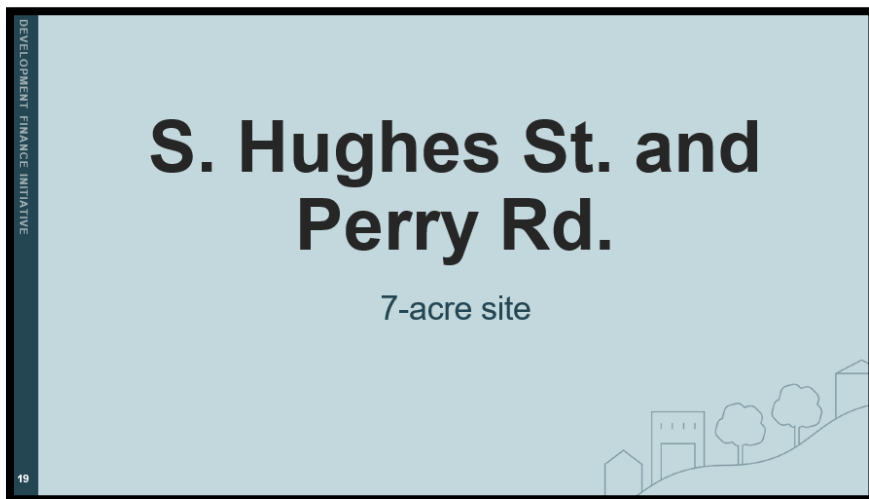
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3 **Councilmember Gantt** said he didn't think the town closed on the housing site.
4 **Interim Town Manager Purvis** said the direction was to expand the fire department
5 on that site.

6 **Director Newman** said there was also consideration about administration being at
7 that site which would require some additional development.

8 **Mayor Pro-Tempore Gray** asked about property acquisition and what it looks like
9 from a purchase perspective.

10 **Director Newman** said a number of parcels were looked at over a few months period
11 of time. She said when they see a parcel, it ends up selling fast. She said its been challenging,
12 but she hopes to have other conversations later about other opportunities. She said this one
13 parcel is a good one for us if council chooses.

14 [SLIDE-19]

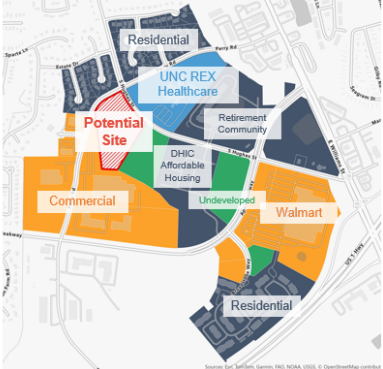


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1 [SLIDE-20]

**Considerations:
S. Hughes St. and Perry Rd**


- Likely 9% LIHTC competitive (for projects ≤120 units)
 - Above 120 units would require 4% LIHTC
- Multiple development options possible including, apartments and townhomes, and rental and homeownership opportunities:
 - Est. 7.15 developable acres
 - Potential access from S. Hughes St. and Perry Rd.
 - Potential for phased development approach
- Regardless of approach, there will be a cost to the Town to acquire the property



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3 [SLIDE-21]

Site can support up to 170 units


Site offers flexibility for multiple development options



136 units 170 units

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5 [SLIDE-22]

Potential public participation ranges from acquisition up to est. \$14M



136 units 170 units

Est. Financial Gap*	Up to \$14M
Gap per unit	Up to \$92,000

*The financial gap is based on current market conditions and an est. construction cost of \$266K per unit.

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1 [SLIDE-23]

DEVELOPMENT FINANCE INITIATIVE

Affordable Homeownership Opportunity?




- Site offers potential to explore affordable homeownership.
- Providing homes affordable to households earning $\leq 80\%$ AMI will have a funding gap.
 - Developer: construction costs
 - Homeowner: down payment and closing cost assistance
- Estimated sale price would be $\sim \$370,000$ per unit.
- The total financial gap if 20% (11 units) are set aside for households earning 60% AMI is an est. \$1.7M - \$2.1M.
- Opportunity to explore a land trust.

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DEVELOPMENT FINANCE INITIATIVE

Considerations and Next Steps



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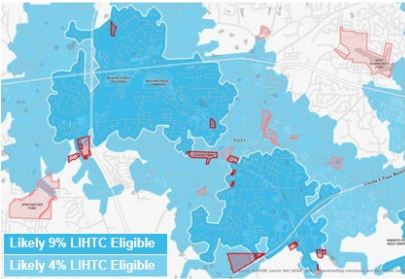
DEVELOPMENT FINANCE INITIATIVE

Property Acquisition Strategy

Properties come on and off the market quickly. If the Town wants to assemble property for affordable housing, it will need to react to opportunities just as fast:

- Town can establish criteria for future property acquisition:
 - Minimum of 2 contiguous, developable acres
 - Located in a likely LIHTC eligible area
- Town can have funds set aside in preparation for opportunities.

Likely LIHTC Competitive **Publicly-Owned** Properties



Likely 9% LIHTC Eligible
Likely 4% LIHTC Eligible

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1 [SLIDE-26]

DEVELOPMENT FINANCE INITIATIVE

Next Steps

1. Select site(s) that best meets local priorities and attain site control (if necessary).
2. Town participation will be necessary to attract private investment for LIHTC (and affordable homeownership) development in Apex.
 - Public investment would cover the funding gap for the development of low-to-moderate income units (rental and homeownership)



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3 **Councilmember Gantt** asked is there a way to make a guess on what the LIHTC map
4 will look like in 5 years.

5 **Director Newman** said that's a part of why the affordable housing plan was updated.
6 She said the updates include an acquisition strategy so the town doesn't have to look down
7 the road and question the development process.

8 **Assistant Town Manager John** asked how does the census track area impact the
9 town if we go further outward.

10 **Ms. Turner** said the next step would to look at a map and identify what areas are
11 eligible for LIHTC.

12 **Councilmember Killingsworth** said specifically toward Sweetwater area as that
13 develops as their plan was grocery store and urgent care type of set up so that could also
14 open that quarter up a little bit.

15 **Councilmember Gantt** asked it would be difficult but would partial properties that
16 could be combined with one to get over the 2-acre mount could be viable.

17 **Director Newman** said yes, being able to find those opportunities and replat it as one
18 parcel.

19 **Assistant Town Manager John** said one thing about Finance State Housing agencies
20 is for a place like Apex, we would need to get creative with development.

21 **Councilmember Mahaffey** asked about where we are with Apex being its own
22 entitlement community.

23 **Director Newman** said she has a virtual meeting scheduled on Thursday afternoon
24 with HUD to talk about the Towns potential eligibility.

25 **Councilmember Mahaffey** said he thinks the town is large enough to do a more
26 effective job. He asked is the staff looking fir direction from Council today or just talking. He
27 said it would be awesome to make a move but some additional questions regarding number
28 of unites with rentals or home ownership opportunities.

29 **Assistant Town Manager John** said we would need to table the discussion around
30 real estate since that's done in closed session.

1 **Councilmember Gantt** said the rentals are pretty similar across Wake County but the
2 home values were a wide range. He said he would suggest to go with rentals so the Towns
3 not skewed too high on comparison.

4 **Councilmember Mahaffey** said he agrees. He said the rental market has also got out
5 of control the pack couple of years. He said the interest rates for mortgages today is
6 outrageous. He said his prospective is to focus on rental units in the short term and try to get
7 those online and then eventually moving up to home ownership.

8 **Director Newman** said staff has been in discussion about future development
9 regarding long term conversations when the town has other developments that are looking
10 to be rezoned, she asked how much should the town inquire in terms of investment for
11 affordable unites that makes sense for the town. She said those conversations are being
12 brought to HAB in the next few months.

13 **Assistant Town Manager John** said that also includes conversations with developers
14 who are interested in building communities here in Apex.

15 **Director Newman** said one of the things she's focused on is having a developer
16 workshop and bring these developers into the room and have those conversations.

17 **Assistant Town Manager** said she's talking about those individuals who are above
18 the 80% area median income when it comes to purchasing those homes.

19 **[SLIDE-27]**



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DEVELOPMENT FINANCE INITIATIVE

UNC SCHOOL OF GOVERNMENT
Development Finance Initiative

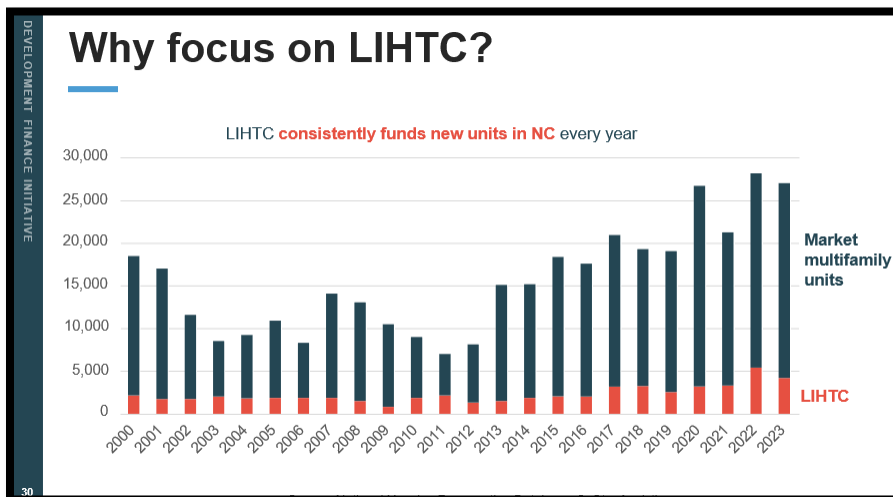
The Town of Apex engaged the Development Finance Initiative (DFI) to support the Town in identifying and prioritizing sites for affordable housing development. The scope of work includes:

1. DFI feasibility analysis to understand current market and development conditions, including an affordable housing needs assessment
2. Identification of up to six private development opportunities, and narrow to three based on feasibility analysis and affordable housing priorities
3. Recommendations related to the potential redevelopment of the top sites and advising the City on next steps

Pending outcome of analysis, potential for DFI engagement for phase 2 pre-development services and partner solicitation.

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LIHTC provides equity and a framework for monitoring private development

DEVELOPMENT FINANCE INITIATIVE

- Low-Income Housing Tax Credit (LIHTC) provides tax credits for acquisition, rehab, or new construction of affordable rental units.
- Awarded to private developers or non-profits, not local governments.
- Contributes equity to a project dependent on suitability of site for development:
 - 9% (high subsidy, highly competitive)
 - 4% (less subsidy, less competitive)
- Project remains affordable for 30 years (privately owned and managed) and monitored by NC Housing Finance Agency.
- Income requirements: 20-80% AMI.



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3 [SLIDE-32]

Funding for Affordable Rental Development

DEVELOPMENT FINANCE INITIATIVE

- Funding Gap**
 - Public or charitable source
- Low-Income Housing Tax Credit (LIHTC) Equity**
 - 9% and 4% Tax Credit: Sold to private investors for equity
 - May cover between 40% and 90% of capital needed
 - Unit affordability must be (on average) affordable to households at 60% AMI
 - *Guarantees 30 years of affordability*
- Private Loans**
 - Federally-guaranteed → below market interest rates and terms

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4
5 [SLIDE-33]

Affordable Rent Limits (2023)

DEVELOPMENT FINANCE INITIATIVE

	30% AMI	50% AMI	60% AMI	80% AMI
1-Bed	\$640	\$1,060	\$1,275	\$1,700
2-Bed	\$765	\$1,275	\$1,530	\$2,040
3-Bed	\$880	\$1,470	\$1,770	\$2,340

Source: HUD MTSP 2023

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DEVELOPMENT FINANCE INITIATIVE

Fire Station #3

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3 [SLIDE-35]

DEVELOPMENT FINANCE INITIATIVE

Considerations: Fire Station #3

- Likely 9% LIHTC competitive
- Est. 3 developable acres
- Development can co-locate with the fire station
- Access only from Hunter Street?
- Several unknowns regarding fire department plans and potential environmental considerations.
 - May impact development timeline.
- Est. minimum public investment is the conveyance or lease of the land

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5 [SLIDE-36]

DEVELOPMENT FINANCE INITIATIVE

Site can support up to 70 units with 3-story buildings

Est. Max Financial Gap*	\$1.7M
Gap per unit	\$25,000

*Financial gap is based on current market conditions and an est. construction cost of \$262K per unit. Gap reduces with fewer units.

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DEVELOPMENT FINANCE INITIATIVE

Summary



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DEVELOPMENT FINANCE INITIATIVE

Potential Development Opportunities




Both sites are likely competitive for 9% LIHTC and are either publicly-owned or have path to site control.

Key Differences

- Location
- Number of units the site can support
- Income level of households served
- Potential financial gap

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5 [SLIDE-39]

DEVELOPMENT FINANCE INITIATIVE

Summary: Affordable Housing Development Opportunities





	Fire Station #3	S. Hughes St. and Perry Rd.
Units	Up to 70	Up to 170
Est. Financial Gap*	Up to \$1.7M	Up to \$14M
Est. Gap per unit	Up to \$25,000	Up to \$92,000



39 *The financial gap is based on current market conditions and an est. construction cost between \$262K and \$266K per unit

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1 [SLIDE-40]

DEVELOPMENT FINANCE INITIATIVE

Development Considerations

	<p>Fire Station #3</p>	<ul style="list-style-type: none"> Likely 9% LIHTC competitive. Est. 3 developable acres. Design can co-locate with the fire station. Access only from Hunter St.? Est. minimum public participation is the conveyance of the land. Unknowns regarding fire department plans and potential environmental considerations. May impact development timeline.
	<p>S. Hughes St. and Perry Rd</p>	<ul style="list-style-type: none"> Likely 9% LIHTC competitive (for projects less than 120 units). Above 120 units would require 4% LIHTC. Est. 7.15 developable acres. Multiple development approaches possible. Potential for phased development approach. Access from S. Hughes St. and Perry Rd. Regardless of approach, there will be a cost to the Town to acquire the property.

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2
3 **Lamont Taylor**, Housing Program Manager, spoke on funding and what the next
4 steps look like for Housing Affordability.

5 [SLIDE-1]

Challenges Land & Funding

The demand for homes affordable to low- and middle wage earners, families, seniors and other-abled persons is far outpacing the current supply, as well as what's proposed in the near term.

As you can see from the DFI presentation, land availability is one of the major local challenges to develop affordable housing.

Related to that is the cost of available land within Town limits, as well as the budget limitations of the Affordable Housing Fund.

Though we are presented with a number of unique challenges to housing affordability in Apex, there are examples of approaches that address affordability for low- and middle-income households in high-cost markets.

⊕

Land availability

\$

Land cost and Town financing for acquisition

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Programs that work

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1 [SLIDE-2]

Where Do We Go From Here?
Increasing and Leveraging Investments to Meet Demand

The Town has shown its commitment to addressing our need through creation of the Affordable Housing Fund (AHF), a significant *first step*.

Opportunities to explore that can better enable the Town to meet demand include:

1. Increasing the AHF
2. Diversifying funding sources
3. Greater leveraging of Town investments
4. Leveraging the Town's expanding footprint due to growth, and
5. Repurposing some existing Town-owned properties.

Currently available resources to pursue

1. Funding target amount and frequency
2. Partnerships & collaborations
3. Currently available resources to pursue
4. Timeline

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3 **Councilmember Gantt** asked has there been discussions of land use and zoning
4 interaction with this.

5 **Director Newman** said not with Housing.

6 **Assistant Town Manager John** said we want that, though.

7 **Mayor Pro-Tempore Gray** said he thinks it's a necessary conversation to have as were
8 looking. He said one of his concerns is as the Town grows further and further westward and
9 the southward and going into the rural residential kind of location, he said it doesn't seem to
10 make sense talk to developers about low-income affordable housing when it seems like were
11 saddling somebody with debt. He said he doesn't like to give away that line from the Town's
12 standpoint. He said he likes the idea of going back and figuring out what's the right mix. He
13 said, is it Housing dollars or asking for more dollars.

14 **Assistant Town Manager John** said something to think about is how the Town
15 defines "affordable" and where the income ranges live.

16 **Mayor Pro-Tempore Gray** said he feels the affordable action is a sliding scale. He
17 said it's got to encompass those residents who are already here in Apex. He suggested
18 having a range of incomes.

19 **Director Newman** said we have a range of people with range of needs. She said she
20 wants to make sure that the town serves that entire range. She said possible partnerships with
21 Wake County's Housing Authority which targets certain income ranges.

22 **Assistant Town Manager John** said there is even more discussions to come on the
23 manufactured home community.

24 **Director Newman** said she's had conversations with Habitat for Humanity with a grant
25 opportunity for the manufactured home community called the preservation and reinvestment
26 inactive for community enhancement.

27 **Councilmember Gantt** asked how are the conversations being made when Garner's
28 affordability units may be half the price of Apex's units.

29 **Director Newman** said it's a about what Apex brings to the table, and Apex is trying
30 to be diverse in multiple ways to meet the needs of everyone in Apex.

1 **Councilmember Gantt** asked if they are going to talk to the Wake County Staff and to
2 share with Council their talking points so maybe that can be shared to the County
3 Commissioners as well.

4 **Councilmember Killingsworth** said everyone's having to deal with the affordable
5 housing conversation. She said putting it out there to everyone is going to be helpful when it
6 comes to doing community surveys on all this information. She said she hopes to keep going
7 with these partnerships as its beneficial in so many ways whether to the Town or to
8 development community.

9 **Mayor Gilbert** said he has three quick questions. He said he's happy to hear about
10 the extended resources and asked are there an additional process that will be put in place for
11 people who are being displaced or about to be put out of their homes. He asked is there an
12 opportunity to increase funding for our partners to keep people in their homes and he said
13 Western Wake Ministries is one and asked has that been considered.

14 **Director Newman** said funding for nonprofit organizations is handled in another part
15 of operations in city government and not within our office. She said the towns ability to
16 provide these resources is constrained. She said its more effective for the town to support
17 these organizations and partnerships in the community.

18 **Mayor Gilbert** asked about the latest project Abby Springs 84-unit project.

19 **Director Newman** said there is a gap they are trying to close and they've been
20 working closely with Wake County on Abby Springs. She said there are some sources they
21 have considered and she wants to get back to the table and do more outreach to Evergreen
22 Construction. She said they had to go back and rework their numbers and discussing some of
23 the additional sources that can help them.

24 **Mayor Gilbert** said he was curious with Wake County Economic Development if they
25 discuss housing in their conversations.

26 **Director Newman** said they do in some instances. She said its also important for the
27 local community to push a conversation about that.

28 **Assistant Town Manager John** said it also depends on if it aligns with the affordable
29 housing goals.

30 **Councilmember Killingsworth** asked does Council want to call for a Closed Session
31 on discussion that was talked about earlier.

32 **Town Attorney Lohe** said it would be for the purpose of property acquisition.

33 **Mayor Gilbert** said there is a property on the table.

34
35 **[CLOSED SESSION]**

36
37 A **motion** was made by **Councilmember Killingsworth**, seconded by
38 **Councilmember Mahaffey**, to enter into Closed Session pursuant to NCGS § 143-
39 318.11(a)(5).

40
41 **VOTE: UNANIMOUS (5-0)**
42

1 Council entered into Closed Session at **5:18 p.m.**

2

3 **CS1 Marla Newman, Community Development and Neighborhood Connections**
4 **Director**

5

6 **NCGS § 143-318.11(a)(5)**

7 "To establish, or to instruct the public body's staff or negotiating agents concerning the
8 position to be taken by or on behalf of the public body in negotiating (i) the price and other
9 material terms of a contract or proposed contract for the acquisition of real property by
10 purchase, option, exchange, or lease."

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13 Council returned to open session at **5:42 p.m.**

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16 **[ADJOURNMENT]**

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18 **Mayor Gilbert** thanked everyone and declared the meeting adjourned at **5:42 p.m.**

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Jacques K. Gilbert
Apex, Mayor

Allen Coleman, CMC, NCCCC
Apex, Town Clerk

Submitted for approval by Apex Town Clerk Allen Coleman.

Minutes approved on _____ of _____, 2024.