

**Mayor's St. Paul's Advisory Committee**  
*Meeting Minutes*

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**Date of Meeting:** February 15, 2022

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**Minutes Prepared By:** Mina D. Barberis, MMC, City of Norfolk

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**1. Purpose of Meeting:** Provide an update to the Subcommittee on People First, development updates, including the housing plan and educational services, and updates on Violence Prevention's efforts.

**0. Attendance at Meeting**

Ms. Rene Barco – not present	Mr. Bruce Brady – present	Ms. Kimberly Bray – not present	Ms. LaEunice Brown – present
Rev. James P. Curran – not present	Mr. Joe Dillard – not present	Ms. Caz Ferguson – not present	Mr. Earl P. Fraley, Jr. – present
Mr. William Harrell – present	Pastor Kirk T. Houston, Sr. – present	Ms. Emma Inman for Dr. Ruth Jones Nichols – present	Ms. Shamika Kirby – present
Ms. Deirdre Love – present	Dr. Robert G. Murray – not present	Mr. Don Musacchio – present	Dr. Glenn Porter – not present
Councilperson Paul Riddick – not present	Councilperson Danica Royster – present	Ms. Tara Saunders – present	Dr. Doreathea White – not present
Mr. Alphonso Albert – not present			

**0. Agenda**

I. Pandemic Notification/Welcome 6:03

- *Barbara Hamm Lee, SPAC Liaison*
- *Councilperson Danica Royster, Chair*

II. People First update 6:15

- *Economic Mobility and Education Updates – Nicole Brown and Claudia Sparks, USI*
- *Relocation Dashboard - Kim Thomas, NRHA*
- *People First Evaluation Award - Susan Perry, City of Norfolk*
- *Landlord Outreach Efforts - Susan Perry, City of Norfolk and Donna Mills, NRHA*

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III.	<b>Housing Update</b>	6:32
	• <i>Ordinance to expand revitalization area - Susan Perry, City of Norfolk</i>	
	• <i>Housing plan - Steve Morales, NRHA</i>	
IV.	<b>General Discussion – SPAC Committee Members</b>	7:10
V.	<b>Closing Remarks/Adjournment – Councilwoman Danica Royster</b>	7:30

### 4. Meeting Notes, Decisions, Issues

#### VI. Pandemic Notification/Welcome 6:03

- *Barbara Hamm Lee, SPAC Liaison*
- *Councilperson Danica Royster, Chair*
- Barbara Hamm Lee provided the electronic pandemic statement to officially start the meeting.
- Councilwoman Royster welcomed everyone and expressed the importance of mindfulness of the needs of Norfolk's black community during Black History Month. She reminded the committee that the discussions today are not just about infrastructure. She stated that these discussions are about individuals, so the committee going forward must be thoughtful, progressive, and strategic in the pursuit of fulfilling the commitment that each committee member made in serving on the advisory committee. This means advising, asking questions, and challenging in spaces where there are areas of improvement. She also stressed the importance of committee members being credible messengers in sharing information with the community and other stakeholders as it relates to their individual roles on the committee. Councilwoman Royster thanked the committee members for their active involvement and their commitment to the work of the committee and to the wellbeing of the residents of Tidewater Gardens and the City of Norfolk.
- Councilwoman Royster addressed the possibility of in-person meetings in the month of March. She stated that in-person meetings in March are on the table for consideration; however, she will confirm with City Administration that it is safe to do so. Barbara Hamm Lee and the team will ensure that updated meeting information will be shared with the committee and the public.

#### VII. People First update 6:15

- *Economic Mobility and Education Updates – Nicole Brown and Claudia Sparks, USI*
- Claudia Sparks greeted the committee and provided an update about economic mobility as it relates to employment numbers for the calendar year 2021 (attached below).
- Claudia introduced Nicole Brown to update the committee on educational efforts in the CNI footprint.
- Nicole Brown thanked the committee and provided detailed information regarding educational services, including early learning enrollment, developmental screening, program usership, matriculation, and partnership updates (attached below).

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- Tara Saunders stated that Developmental screenings for children are not at 100% and asked if it was due to resource limitations or are parents opting out?
- Nicole Brown stated that this occurred for various reasons, but this mostly falls on the COVID-19 pandemic. The organization has the capacity and partnerships available to reach 100% screening rate and is working to ensure that the numbers are stronger as we transition out of restrictions.
- Emma Inman stated that the 100% graduation rate is outstanding. She also asked if USI is tracking what is happening with those students after high school graduation?
- Nicole Brown replied that a targeted approach is being taken. There are over 800 students in the program, and the capacity is increasing to ensure that they are aware of opportunities and options available for success. Currently, great efforts are in place to expand outreach.
- Emma Inman asked a follow-up question about whether USI is working with Access College Foundation and other similar resources.
- Nicole Brown stated that currently there are efforts to hold college nights, which would include representatives from local colleges, Norfolk Works, armed forces recruiters, etc., to provide graduates with options for building a successful future.
- Councilwoman Royster requested that more information be provided to the committee regarding how student progress is being tracked. It would be important to see how many participants are currently employed/pursuing higher education and to be informed as a committee on how follow up is being accomplished.
- Councilwoman Royster asked how many participants do we have with the five key partners? How are we measuring their success rate? Do you have updates related to the assessment of services provided?
- Nicole Brown stated that there are 194 participants currently. She stated that there are quarterly educational partner meetings. There were some adjustments to the addendums submitted during the most recent meeting, including a requirement for monthly performance measure reporting. The process for feedback from parents is ongoing, and they are case managed. There is continuous evaluation of the services for the participants.
- Shamika Kirby asked how actual participation is being tracked, as well as program registration. Are enrolled students who are not actively participating included in the numbers?
- Nicole Brown stated that the partners submit attendance logs, which state how many participants are in fact attending throughout the month with their addendum.
  - *Relocation Dashboard - Kim Thomas, NRHA*
- Kim Thomas provided an update on the Tidewater Gardens Relocation Dashboard as a supplement to the agenda package, showing up to date figures (attached below).
- *People First Evaluation Award - Susan Perry, City of Norfolk*

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- Susan Perry discussed the evaluation of services provided by the People First program. Given the amount of funding in this human services project, performance evaluation is reasonable and prudent. Additionally, the evaluation could provide insight for real-time process adjustments for Tidewater Gardens residents and other neighborhoods in St. Paul's area that may be involved in the People First program in the future.
- Susan Perry informed the committee that Norfolk State University has been awarded the project. Dr. Perry also provided information regarding the RFP process, scope of the evaluation, research questions, and measurements for evaluating outcomes (attached below).
- Councilwoman Royster asked about residential employment and how this will be advertised? And are relocated residents would still qualify for these opportunities?
- Susan Perry confirmed that relocated residents are still eligible. USI and NRHA are working with NSU to help with recruitment of interested candidates. Susan Perry suggested using a flyer as opposed to a lengthy job description listing.
- Councilwoman Royster also stressed the importance of doing all we can to ensure candidates are equipped to be "interview ready." There are employment opportunities available, but there continues to be a gap in being ready to hire. She encouraged fully utilizing partnerships to ensure candidates have guidance and are being supported in preparation for employment.
- NSU is in the process of developing the research scope to address these issues, including relocation, health and wellness, economic mobility, and education. This is currently under development, and details will be provided to the committee for feedback as soon as information becomes available, likely within one month.
- Barbara Hamm Lee asked whether interested parties in the community could email Dr. Perry if they also have suggestions to forward to NSU for the evaluation. Susan Perry encourages any interested party to email her with feedback at [susan.perry@norfolk.gov](mailto:susan.perry@norfolk.gov).
- Early Fraley asked which school at the University will take the lead on this research. Susan Perry stated that the NSU School of Social Work will be taking the lead on the evaluation.
  - *Landlord Outreach Efforts - Susan Perry, City of Norfolk, and Donna Mills, NRHA*
- Susan Perry began by discussing the landlord incentive program. Nationwide research was performed to determine best practices and effective programs that expand the number of landlords accepting Housing Choice Vouchers, specifically in neighborhoods of opportunity. The landlord incentive program was just finalized in December, and now there are additional details to report about the program (attached below).
- The program has been utilized three times since launching at the end of December 2021.

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- Councilwoman Royster requested a report on how many residents are living in private housing with a landlord involved. She would like a running tally of how many families are in private housing situations.
- Susan Perry stated that about 55% are utilizing Housing Choice Vouchers according to the dashboard report. Incentives are not always necessary in order to house residents, but this is a way to increase the pool of landlords that are opening up to HCV residents. Susan Perry will provide that information to the Councilmember.
- Councilwoman Royster asked for statistics regarding how many residents are in single-family HCV housing, as opposed to multi-family housing. Additionally, Councilwoman Royster asked what remedies are available for HCV residents if they are encountering issues with their landlords. Who serves as that liaison? What is the protocol for residents with problems with their landlord?
- Susan Perry stated that she will gather and provide statistics on single-family housing residents to Councilwoman Royster. In situations where there are issues with landlords, the proper protocol would be for residents to reach out their People First family support specialist. People First staff make relationships not only with the resident, but also with the landlords. People First operates as that liaison. The City of Norfolk also has a citywide landlord liaison, Denise Wilson, who can assist residents with landlord issues. Tidewater Gardens residents have the added benefit of having Denise Wilson and People First as their liaisons.
- Councilwoman Royster emphasized the importance of providing support to residents with regard to tenants' rights, so residents understand their leverage and mitigate discriminatory practices in renting.
- Susan Perry stated that in January 2022, the City of Norfolk updated its fair housing ordinance to mirror the updates that were made to the State Code. This provides protection under the Virginia Fair Housing Act by prohibiting discriminatory practices based on the source of funds used to pay for housing. The City Code spells out that anyone harmed by illegal rental practices can sue as a private citizen, including reimbursement of costs and attorney's fees. The City Planning Department is designated to take complaints and investigate the claims. Then the City Attorney can initiate a civil suit against any suspected violators. This gives tenants additional protection under the Fair Housing Act as well.
- Earl Fraley asked whether there is an end date for landlord incentives. What happens at the end of the year if the HCV residents leave the property?
- Susan Perry stated that People First provides services to residents for a period of five years. Assistance to find replacement housing for residents is ongoing during that period.
- Kirk Houston stated that the landlord incentive program is commendable and a very good demonstration of identifying barriers. They are working strategically to provide housing resources for the residents. He also stated that monitoring the efficacy of these programs as they expand is important, but the program is to be commended.

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- Donna Mills stated that there is a specialist assigned to each family in the Housing Choice Voucher program that residents should contact when there is an issue with their landlord. There is a Housing Assistance Payment (HAP) Agreement with each landlord, and there are certain requirements. If this is not happening, we need to step in and address that as well. It could come to the point where the HAP agreement is canceled with the landlord, and another voucher is issued to obtain alternate housing for the resident. There are several avenues for recourse for families if there are any challenges.
- Donna Mills continued the presentation with regard to NRHA efforts for landlord recruitment (attached below).
- Barbara Hamm Lee asked whether landlords could sign up for landlord education sessions on the NRHA website. Donna Mills stated that they can go to [www.nrha.us](http://www.nrha.us) to sign up for the session, and NRHA is sending an invitation email to landlords and other stakeholders with session and registration information.

### VIII. Housing Update

6:32

- *Ordinance to expand revitalization area - Susan Perry, City of Norfolk*
- Susan Perry began the presentation by stating that last Tuesday, Norfolk City Council passed an ordinance to expand the revitalization area, which got media attention (attached below). The expansion is relative to St. Paul's Apartments. Virginia Housing, the state financing agency for tax credits, awards those tax credits based on a point system. There are additional points that are awarded to projects that fall within a revitalization area. We have expanded the revitalization area to allow for tax credits for additional projects within the Choice Neighborhood Initiative Grant. This allows those projects to be more competitive. The scope of the project has not changed. It simply provides the best possible chance of getting awarded those additional tax credits.
- *Housing plan - Steve Morales, NRHA*
- Mr. Morales gave his presentation (attached below).
- Earl Fraley asked about the reasoning behind the varying percentages of project-based voucher units available. At some of the listed properties, the rate of project-based voucher units is around 20%, but St. Paul's Apartments has barely 4%. Is there a reason for this?
- Steve Morales stated that the percentage of project-based voucher units is part of the development proposal, requested by the developer. It is up to the developer to decide how many units to provide. HUD does have regulations about the maximum number of units, but it is up to the developer to request these units in their proposals.
- Councilwoman Royster asked whether Market Heights is part of the CNI count.
- Steve Morales stated that Market Heights does have project-based voucher units, and housing priority is being provided to Tidewater Gardens residents; however, it is not part of the CNI count as part of the project. This was established at the first HUD visit. Tidewater Gardens residents will be provided services and rental preference, but Market Heights is not counted towards the CNI footprint.

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- Councilwoman Royster asked how many properties are outside of the CNI footprint that have priority housing for Tidewater Gardens residents.
- Steve Morales stated that there are several properties that are near completion. The Ashton by SL Nusbaum has 7 project-based voucher units. There are also 13 project-based voucher units at St. Paul's Apartments that are fully occupied.
- Emma Inman asked if we are close to being able to provide units to all 54% of residents wanting to return to the area.
- Mr. Morales responded to the question within the CNI footprint – excluding properties like Market Heights, St. Paul's Apartments, and The Ashton. The total CNI replacement units are 330. There are also 238 LIHTC funded affordable apartments off site. In the CNI plan, Tidewater Residents have a first preference for both the replacement and affordable units. The Tidewater Garden resident preference period on the replacement units is five years, and the affordable units have the preference for the first lease period. 568 housing preference units in the area, and the total number of residents wanting to return is just over 300. NRHA has enough units to satisfy returning residents. There is also a variety of units available, such as senior living units, elevator units, walk-up units, townhouses, ADA units, and large family units. Steve Morales feels that the bases are well-covered to provide options and opportunities for all of the residents wanting to return.
- Barbara Hamm Lee stated that the 568 figure is just in the CNI footprint in Tidewater Gardens and does not include the properties just outside of that footprint that are also offering project-based voucher units to Tidewater Garden Residents.

- *Upcoming Marketing Efforts - Richard Sciortino, Brinshore Development*

- Richard Sciortino from Brinshore Development delivered updates on upcoming marketing efforts. Brinshore is in the midst of closing on the first two buildings, which are blocks 19 and 20. There is movement on the need to stop referring to the project sites as Blocks and assign names. This involves reaching out to residents and stakeholders about thoughts and sentiments about Tidewater Gardens to build a theme or themes that emerge from those discussions to arrive at a new name for the community. Brinshore has been engaged with a professional marketing firm to gather these ideas and provide first passes at overall names. There will eventually be 10-12 buildings on the site. The goal is to establish an overarching name for the entire development and chose names for the individual buildings that resonate with the community to create overall a sense of renewal in the neighborhood. These ideas will be circulating and percolating, with a goal of arriving at a new name instead of block numbers. Expect to see more on that during the coming weeks. In anticipation of closing and starting construction on Phase 1 in Blocks 19 and 20, there will be a groundbreaking ceremony. We hope that all will attend. The anticipated timeframe is late March or early April. This is an opportunity to celebrate the first phase, which involved much effort and care, and we are moving forward toward the path of completing the Tidewater Gardens area.

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- Barbara Hamm Lee mentioned that she had the pleasure and honor of interviewing some of the pastors and spiritual leaders that work with residents of the Tidewater Gardens area regarding some their thoughts and feelings. It was very interesting, and they will be reaching out to your group as well.
- General Discussion – SPAC Committee Members 7:10
- Councilwoman Royster opened the floor to the committee members for questions, request for updates at the next meeting, or general discussion.
- Barbara Hamm Lee stated that email comments may also be submitted to Barbara Hamm Lee, Susan Perry, and Councilwoman Royster after the meeting.
- Councilwoman Royster had a suggestion for Richard Sciortino of Brinshore. She referenced a mini-documentary about the Tidewater Gardens community. She suggested that the marketing team refer to that short video, as it features key community members that could provide quality input. These community members know the history, still live there, grew up there, and those individuals are ideal because of the close ties to the community. Councilwoman Royster is also aware of the organizers of the Tidewater Gardens reunion, and she feels they could be key partners.
- Susan Perry stated that she believes the group has already been in contact with one Facebook group, and she would like to explore looping in other groups if available.
- Bruce Brady addressed questions from the January meeting regarding Tidewater Gardens Elementary School. Reverend Houston made that inquiry. The School Board met a week or two ago to hold the Capital Improvement planning worksession, and the school administration recommended proposals to the board at that time. One of those proposals included Tidewater Gardens Elementary School. Summer of 2023 grades 3-5 would relocate to Ruffner and placing a specialty program at Ruffner with 400 seats allocated as choice seats for the specialty program. There is a School Board business meeting tomorrow, which will include a public comment period and an additional public comment period scheduled for March for additional input regarding Tidewater Gardens Elementary.
- Ms. Hamm Lee asked if there were any further comments or questions. There were no comments or questions.

#### **IX. Closing Remarks/Adjournment – *Councilwoman Danica Royster***

**7:30**

- Councilwoman Royster stated that the committee received a thorough and people-based presentation today. She asked that the committee please share the information, and if there are more ideas, programs, opportunities, and potential partnerships to please share them.
- Ms. Hamm Lee thanked the committee members and will send out the presentations and minutes. She asked that the committee members reach out to those not in attendance to ensure that they remain diligent and engaged.



# *St. Paul's Advisory Committee Meeting*

February 15, 2022

Virtual - WebEx

6 – 7:30 pm

# Agenda

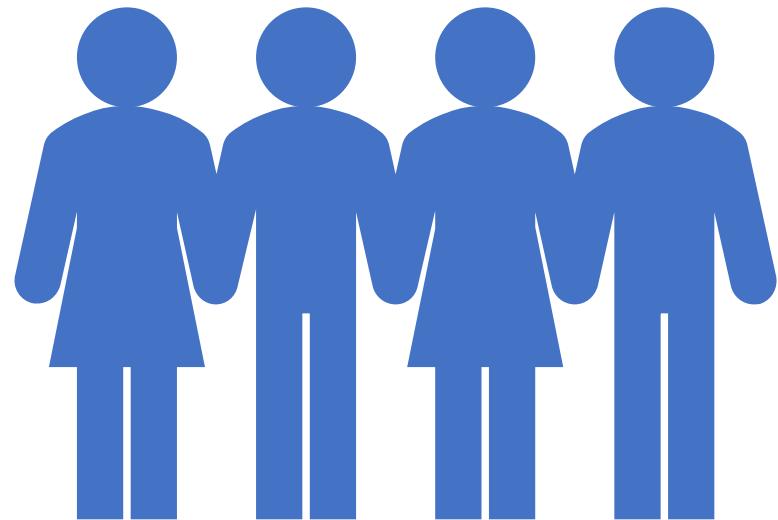
- Welcome/Opening Comments
- People First Update
  - *Economic Mobility and Education Updates, Nicole Brown and Claudia Sparks, USI*
  - *Relocation/TG Dashboard, Kim Thomas, NRHA*
  - *People First Evaluation Award, Susan Perry, City of Norfolk*
  - *Landlord Outreach Efforts, Susan Perry, City and Donna Mills, NRHA*
- Development Update
  - *Revitalization Area – Susan Perry, City of Norfolk*
  - *Housing Plan – Steve Morales, NRHA*
  - *Upcoming Events – Rich Sciortino*
- General Discussion
  - *SPAC Committee Members*
- Next Steps/Announcements/Closing Remarks/Adjournment

# People First -USI

*Claudia Sparks, Senior Project Manager*

*Nicole Brown, Assistant Project Manager*



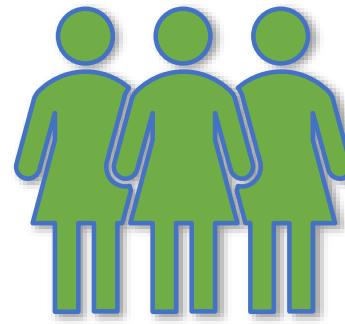


## Economic Mobility

## EMPLOYMENT

### WHERE WE ARE

- 276 (71%) Employed
- 236 (74%) Employed more than 1 year
- 218 (79%) Full Time
- 58 (21%) Part Time
- \$11.17 Average Hourly Rate
- \$19,618 Annually



## EMPLOYMENT

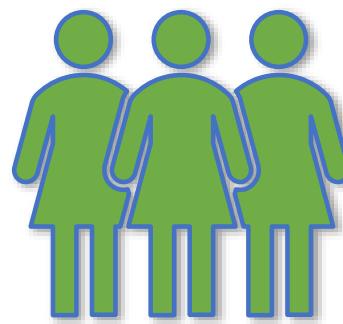
### HOW WE GOT HERE

- Intense on-going career counseling
- 104 Employment Placements
- 120 Employment Service Linkages
- 25 Adult Education Service Linkages
- 15 Employer Partners
- 5 Workforce Training Partners

## EMPLOYMENT

### WHERE WE WANT TO BE

- 296 (75%) Employed
- 258 (87%) Full Time
- 38 (13%) Part Time
- \$12.00 Average Hourly Rate
- \$21,618 Annually
- 2 additional employer partners



## EMPLOYMENT

### HOW WE WILL GET THERE

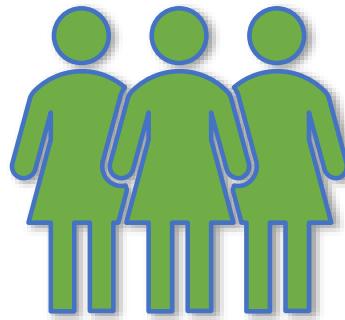
- Create additional formal/informal employer partnerships
- Host quarterly employer round table
- Identify entrepreneurship opportunities
- Target Unemployed and underemployed residents
- Target employer partners that pay min \$12.00 an hour
- Refer a minimum of 30 residents to workforce development training

# Education

## EDUCATION

### WHERE WE ARE

- 78 (56.3%) 0-4 enrolled in early learning
- 107 (84.3%) developmental screening
- 194 (33%) school age enrolled in youth development programs
- 53.8% enrolled in neighborhood schools/46.2% outside of footprint
- 100% graduation rate for 2021



## EDUCATION

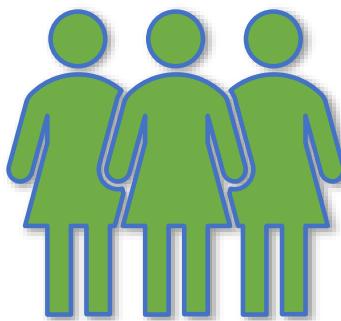
### HOW WE GOT HERE

- \$50,000 United Way Grant
- Partnership with Norfolk Public Schools
- 5 Key Education Partners (TWP, CIS, B&GC, Young Investors, YMCA) providing quality youth development programs
- Partnership with Minus 9-5 for Quality Early Learning Slots
- Connection to quality home visiting programs (Loving Steps, Minus 9 to 5, The Up Center)

## EDUCATION

### WHERE WE WANT TO BE

- 90 (91.3%) 0-4 enrolled in early learning
- 123 (99%) developmental screening
- 223 (48%) school age enrolled in youth development programs
- Maintain 100% graduation rate for 2021



## EDUCATION

### HOW WE WILL GET THERE

- Increase staff capacity (#Education Specialists)
- Increase partnerships outside of the CNI footprint
- Use FERPA to make more targeted referrals to increase math and reading scores
- Increase parent engagement
- Strengthen relationships with high school students

# QUESTIONS?

# Tidewater Gardens Dashboard Overview as of January 31, 2022

*Kim Thomas, NRHA*



# Tidewater Gardens Relocation Dashboard Summary as of January 31, 2021

- **453 household (73% vacancy) have transitioned out of Tidewater Gardens**
- **54% express a desire to return to the new community**
- **81% (367 households) have selected housing options in Norfolk**
- **55% (247 households) moved to private rental through the HCV program**
- **31% have moved into defined Area of Opportunities as defined by HUD**
  - 85% in neighborhoods with <40% poverty (without minority concentration considered)
  - 38% in neighborhoods with <20% poverty (without minority concentration considered)



# People First Evaluation

- To ensure outcomes with the highest quality of service delivery (4-year period)
- Evaluation addresses the following questions:
  - Is People First reaching its intended population?
  - Is People First effectively engaging the community and relevant stakeholders?
  - Does participating in People First services, both direct and facilitated, make a measurable impact on the St. Paul's families?
  - Does People First facilitate long-term improvement of outcomes for families it serves?
- Four Firms responded to the RFP; Norfolk State University (NSU) awarded contract
- Data collection begins this summer; 2 residents hired onto the project from the community as well as collaboration with local non-profit with ties to the community



# Landlord Outreach Efforts

St. Paul's Advisory Committee Meeting 2/15/2022

*Dr. Susan Perry, City of Norfolk Department of Housing and Community Development Director*

*Donna Mills, NRHA Chief Housing Officer*

# City of Norfolk HCV Landlord Recruitment Efforts

## Landlord Incentive Program

- A program to expand housing choices in **communities of opportunity** for residents transitioning out of Tidewater Gardens utilizing the Housing Choice Voucher (HCV) program.
- **Objective:**
  - Mitigate barriers that HCV holders often encounter when renting on the private market through various monetary landlord incentives.
  - Subsidize units where market conditions are higher than HCV value.

# Landlord Incentive Program

## ➤ Incentives:

1. **Monetary-Based Incentives**: sign-on bonus, property inspection & repair, vacancy loss coverage, damage loss/risk mitigation, market condition & rent reasonable gap subsidy, bonus to extend tenant notice of sale of property, guaranteed security deposit.
2. **Engagement-Based Incentives**: case management support, landlord support, HCV program marketing support.

Incentives will be administered by People First and only pertain to residents of Tidewater Gardens eligible for People First services at this time (Feb2019- current).

## ➤ Program Budget and Financing:

The annual program budget is capped at \$200,000 for the first year of the program.

## Source of Income Ordinance

- The Council passed an ordinance amending section 45.1-1 and 45.1-2 of the Norfolk City Code, 1979, in January 2022.
- This update incorporates additional protection that the General Assembly added to the Virginia Fair Housing Act in 2020.
- It prohibits any form of discrimination that is based on the “source of funds” that renters or homebuyers use to pay for their housing. While such discrimination is already illegal under state law, because of the change made in 2020, this amendment will enable such violations to be eligible for prosecution under the City Code.

# NRHA HCV Landlord Recruitment Efforts

- NRHA Landlord Liaison – Iyana Pointer
  - Recruits residential property owners to participate in the Housing Choice Voucher (HCV) program.
    - Developing HCV informative video with testimonials from current HCV landlords.
    - Conducting HQS pre-inspections if desired by landlords
    - Identifying and building rapport with landlords in areas of opportunity
    - Searching for available rental units via neighborhood canvassing and housing websites
      - 45 units identified / 15 units listed
  - Attending landlord groups to foster relationship and inform on HCV program
    - Coastal Virginia Building Industry Association Member Mingle and Member Zone – October and November 2021
  - Landlord packets requested – June 2021 through January 2022
    - 55 sent
    - 91 new landlords in program
  - Coordination with Rent Ready Norfolk to promote the HCV program needs for landlords

# NRHA and Rent Ready Norfolk HCV Landlord Recruitment Efforts

- **Landlord Learning Series**
  - **Fourth Tuesday of the month at 11:00 a.m. – February through July 2022**
  - **Free One and Half Hour Webinars**
    - **September 28, 2021 – Update on Virginia Eviction Protections – Martin Wegbreit, Director of Litigation with Central Virginia Legal Aid Society**
    - **February 22, 2022 – Tax Strategies Every Landlord Should Know to Increase Cash Flow and DHCD Community of Opportunities Tax Credit – see next slides for speaker information**
    - **March 22, 2022 – Legislative Updates that Impact Landlords - Christie Mara, Attorney with Virginia Poverty Law Center**
    - **April 26, 2022 – The Hot Trending Fair Housing Topics, Amendments and Updates – Mahalia “Mally” Dryden-Mason, Fair Housing Training Specialist with DPOR/The Virginia Fair Housing Office**
    - **May 24, 2022 – Top Ten Landlord Mistakes – Patti Robertson, Landlord and Broker/Owner of PMI Virginia**
    - **June 28, 2022 – HQS Inspections - Lorenzo Green, NRHA Inspection Supervisor**
    - **July 26, 2022 – Building Your Best Lease/Resident Screening – Pamela Jones-Watford, NRHA HCV Director**

# Landlord Learning Series

**Session Topic: Tax Strategies Every Landlord Should Know to Increase Cashflow**

**Date: Tuesday, February 22, 2022 | Time: 11 am - 12:30 pm**

**Register: <https://bit.ly/LandlordLearning-TaxStrategies>**

**Dawn A. Scott**



Housing Program Administrator, Virginia Department  
of Housing and Community Development

**Matthias J. Needam**



Director, CSG Strategic Tax Consultants

This presentation covers a variety of tax strategies for landlords, property owners and property managers. Attendees will learn what the benefits of a cost segregation study are, how to defer and reduce gains by utilizing qualified opportunity zones and how to leverage tax credits for energy efficient buildings. In addition, there will be an overview of grants available to Virginia landlords in certain enterprise zones. Myths associated with accelerated depreciation will also be debunked.

A free online educational series open to landlords and property managers.

# Housing Updates

*Expansion of the St. Paul's Revitalization Area Ordinance,  
Susan Perry, DHCD, City of Norfolk*

*Housing Plan Update,  
Steve Morales, NRHA*

# Expansion of the St. Paul's Revitalization Area

- Includes Block 9 and ASPIRE building
- Allows Virginia Housing to provide financing for mixed income housing
- Not a redevelopment area



# St. Paul's Area/Tidewater Gardens CNI Housing Plan Update



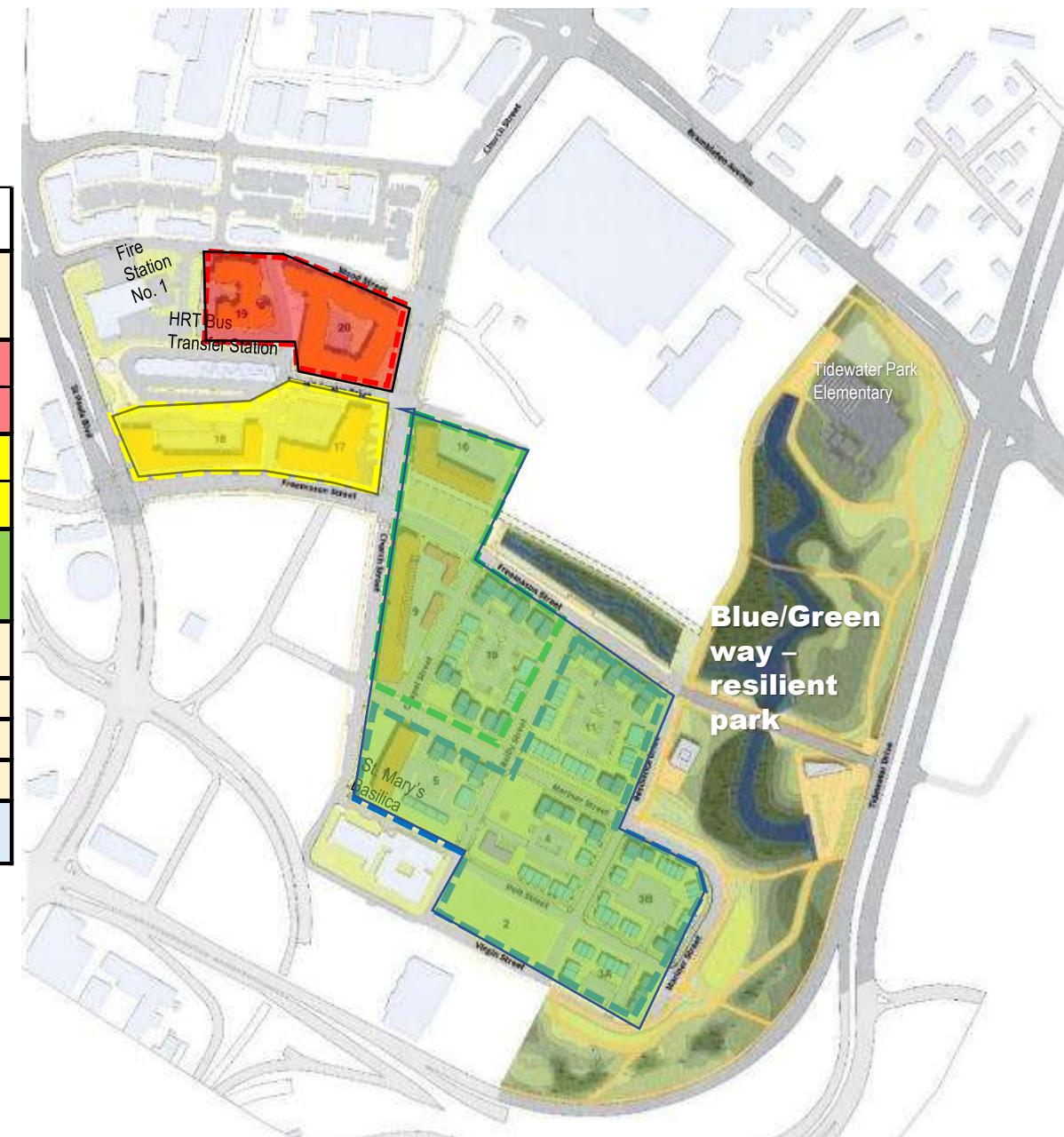
# St. Paul's Area/Tidewater Gardens Choice Neighborhood Initiative Illustrative Master Plan

Income Mix	On-Site	Off-site
Replacement Units	260	70
Affordable Units	238	
Market-Rate Units	216	
Total Units	784	
Total Replacement Units		330



# St. Paul's Area/Tidewater Gardens Choice Neighborhood Initiative Illustrative Master Plan

CNI revised Housing Plan 2021				
Phase	Total Units	Replacement Units	LIHTC Only (Affordable)	Market Rate
1a. Block 19 Senior	72	24	44	4
1b. Block 20	120	37	46	37
2a. Block 17	68	23	24	21
2b. Block 18	72	25	25	22
Phase 3 and 4 TWG (Blocks 2, 3, 4, 5, 6, 9, 10, 11 16)	382	151	99	132
Total	714	260	238	216
Percentage	36%		33%	30%
Offsite - CNI-Assisted	70	70		
Total CNI Housing Units	784	330	238	216
Total Assisted & Affordable	568			



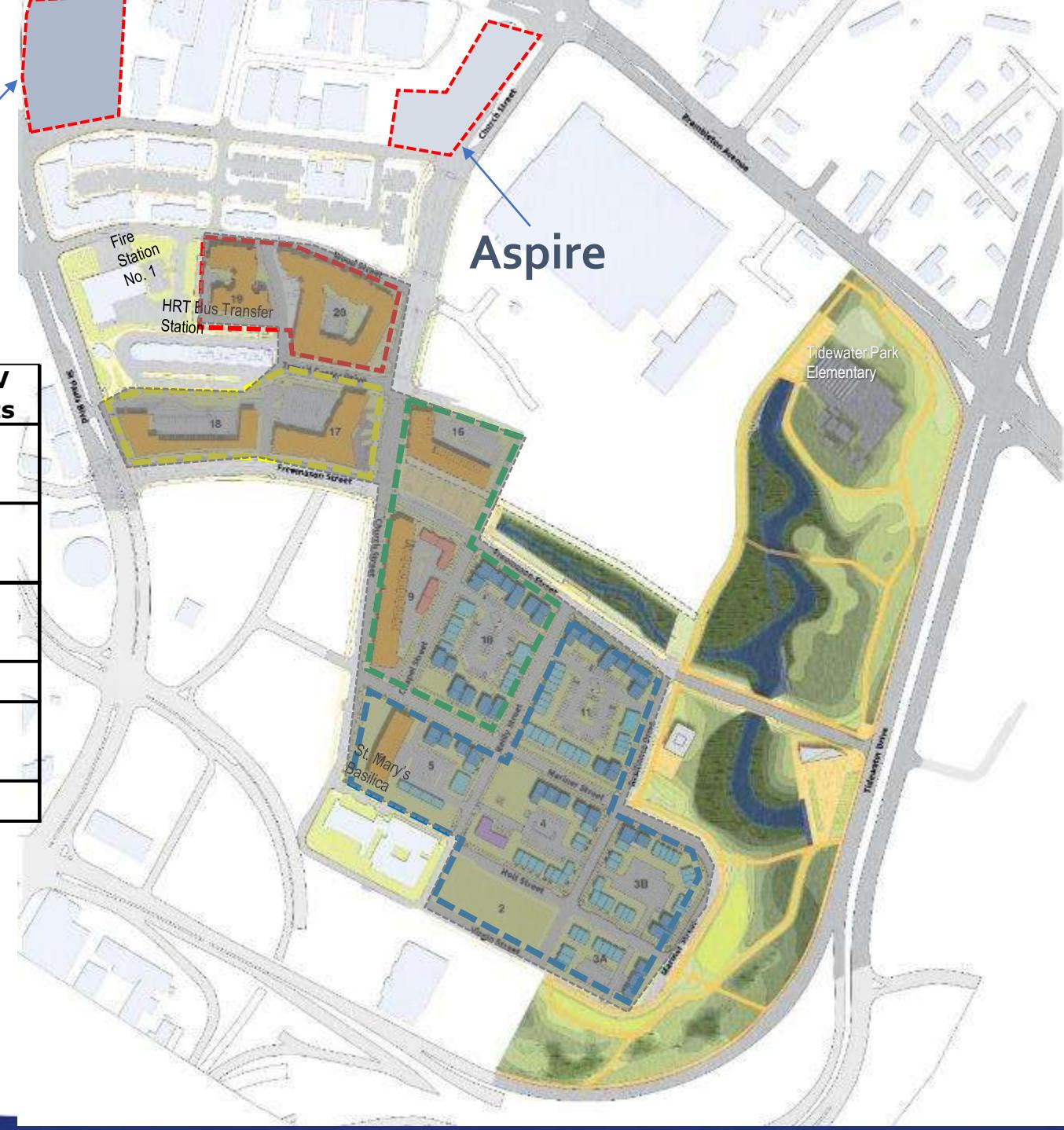
# St. Paul's Area/Tidewater Gardens Choice Neighborhood Initiative

## Off-site Units

### St. Paul's Place

There is a 70 Off-site Assisted Units Commitment

Development	Developer	Status	Total Units	PBV Units
Riverside Station (Near Military Highway)	FJG	UC	120	23
Aspire (Church & Brambleton)	Richman Group	LIHTC Allocated	85	21
St. Paul's Place (St. Paul's & Brambleton)	Bruce Smith Enterprises		259	8
<b>Totals</b>			<b>464</b>	<b>52</b>
Off-site Replacement Units Allocated				<b>52</b>
Remaining to Allocate				<b>18</b>



NRHA issues a request for proposal annually for Project Based Voucher CNI replacement units for Private developments

# Q & A

# *Open Discussion*

# *Next Steps/Announcements/ Closing Remarks/Adjournment*