

## City Council – Action Request Form

**Date:** April 11, 2022

**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

**From:** Patrice Toney, Assistant City Manager  
Marla Y. Newman, Community Development Director

**Council Action Requested:**  
Resolution Authorizing Funding for Predevelopment Services for Two Sites

**Strategic Focus Area:** Livable Neighborhoods

**Strategic Objective:** No

**Strategic Plan Action Item:** No

**Key Work Item:** No



**Summary of Information:**

Community Development has received a proposal from the Development Finance Initiative (DFI) at the University of North Carolina (UNC) Chapel Hill School of Government to provide predevelopment services to attract a private development partner to a 34-acre site, currently co-owned by the City in partnership with a nonprofit organization that ceased operations several years ago, located between Old Greensboro Road and U.S. Highway 421, as well as a five-acre site owned by the City and located along Peters Creek Parkway.

The scope of work for each property includes conducting a community scan, market analysis, site constraint analysis, and financial feasibility analysis; proposing feasible private development programs; preparing solicitation for development partners; actively marketing and discussing the solicitation with qualified development partners (for-profit or non-profit); carrying out due diligence of potential partners; assisting the City in negotiating deal points; and supporting the City through closing with the selected partner.

**Committee Action:**

<b>Committee</b>	<u>Finance 4/11/22</u>	<b>Action</b>	<u>Approval</u>
<b>For</b>	MPT Adams, CM MacIntosh, and CM Taylor	<b>Against</b>	CM Clark

**Remarks:**

The proposal is a sole-source provider. Community Development requested technical assistance from the UNC Chapel Hill School of Government because DFI focuses on assisting local governments with achieving community economic development goals.

The proposal includes a flat fee of \$181,300 to be paid by the City for the scope of services. However, there will also be a Development Services Fee paid by each project to UNC Chapel Hill School of Government DFI in the amount of 1% of total project cost.

The accompanying resolution authorizes \$181,300 in 2018 General Obligation Bond funds to the UNC Chapel Hill School of Government for the project. A copy of the proposal is also attached.