



Board of Commissioners

Work Session

August 19, 2025

6:30 PM

AGENDA

1. Call to Order
2. Consideration of Agenda
3. Consideration of Consent – Resolution for Sergeant Marty Barnes Service Weapon
4. Affordable Housing Project RFP - True Homes, The Hurt Foundation, Habitat for Humanity
5. LDO Zoning Use of Vehicle Service, Minor – Michael Elabarger, Interim Planning Director
6. LDO Zoning Uses / Main Street Corridor - Michael Elabarger, Interim Planning Director
7. LDO Section 6.1 Signage Regulations – Mical McFarland, Economic Development Director and Michael Elabarger, Interim Planning Director
8. Rolesville Chamber of Commerce Discussion
9. Adjourn

This meeting is designed as a work session for board members to receive, review and discuss information prepared by staff. Only staff and board members are allowed to speak during this meeting, without express special permission. Citizens are reminded that there is an opportunity during the public comment period of regular board meetings occurring during the first Tuesday of each month for questions and concerns and citizens are welcome to contact the Mayor or board at other times by phone or email.



RESOLUTION 2025-R-17
Awarding Badge and Service Sidearm to Retiring Police Officer

WHEREAS, Sergeant Marty Barnes has served the Town of Rolesville honorably since September 2014; and

WHEREAS, it is a tradition within the law enforcement community to present retiring officers with their badge and service weapon; and

WHEREAS, the Town Commissioners believe that in doing such we are extending our appreciation for the dedication and devotion to duty while risking injury and possible loss of life; and

WHEREAS, the greater Rolesville community and its citizens genuinely appreciate Sergeant Barnes' unwavering dedication, professionalism, and commitment to public safety in his role as a law enforcement officer; and

WHEREAS, his exemplary service has fostered trust, strengthened community relationships, and ensured the well-being of all who live and work in Rolesville.

NOW THEREFORE BE IT RESOLVED that the Town, in accordance with NCGS 17F-20, does hereby award to Sergeant Barnes his SIG Sauer P320 service weapon serial number 58J244301, for the price of \$1.00 in recognition of his hard work and effort and as appreciation for a job well done.

Adopted this on the 19th day of August 2025.

Ronnie I. Currin, Mayor

ATTEST:

Christina Ynclan, Town Clerk



Memo

To: Mayor Currin and Rolesville Town Board
From: Mical McFarland, Economic Development Director
Date: August 19, 2025
Re: Affordable Housing Project RFP – 4950 Burlington Mills Rd

Background

In September 2024, staff posted a Request for Proposals to solicit affordable housing project ideas to develop 4950 Burlington Mills Road, the 6.48-acre, town-owned parcel located behind Town Hall.

The Town received seven proposals from affordable housing developers and organizations. Proposals showed concepts ranging from townhomes, to duplexes, to single building multi-unit complexes.

An Affordable Housing Committee was established to work on the Town's Affordable Housing Plan and to review and evaluate proposals for this affordable housing project. Firms submitting proposals were evaluated based on specific criteria including but not limited to:

- Familiarity and knowledge of Wake County and/or North Carolina
- Overall qualifications
- Relevant project experience and past successes
- Project approach, understanding and management
- Vision and Concept Plan
- References from similar projects
- Financial capability

As a result of the review and evaluation process, Habitat for Humanity of Wake County was chosen by the committee as the first choice to recommend to the Town Board for this project.

Please see a summary of the evaluation attached herein highlighting how the committee arrived at its decision.

The Town Board heard a presentation from Habitat for Humanity at their July 1 Town Board meeting, speaking a little more about their organization, other similar projects, their affordability model, and how they envision their project on the 6.45 acres behind Town Hall.

The Board has also invited The Hurt Foundation and True Homes (Doorways to Prosperity) to hear similar presentations from these two organizations at the August 19th Town Board Work Session. Habitat has been invited back as well.

Habitat proposed a project with 16 townhomes, True Homes proposed building 38 townhomes, and The Hurt Foundation proposed building 17 duplexes of two units each for a total of 34 units.

Please see each of their proposals attached herein as well.

Recommended Action

N/A. This is an opportunity for the Town Board to hear from other organizations who responded to the Affordable Housing RFP.

Attachments

1. RFP Evaluation of the Seven Proposals received
2. Habitat for Humanity Proposal, and Responses to Follow-up questions from the committee
3. True Homes Proposal, and Responses to Follow-up questions from the committee
4. The Hurt Foundation Proposal, and Responses to Follow-up questions from the committee

Rolesville Affordable Housing RFP – Selection and Comparison Chart

	#1	#2					
	Habitat	True Homes	Hurt Foundation	Yardly	Connelly	Roers	Harmony/F7
Number and Type of Affordable Units	16-20 Townhomes – can be flexible with design	38 Townhomes – can be flexible with design	34 homes for seniors (17 duplexes, 2-units each)	40 age-targeted rental units, (10 quadraplexes, 4 units each) *Only 10 affordable units	64-72 rental units (four to five 3-story buildings with 12-24 units each)	130-150 rent-restricted apartments within one 3-4 story building	84 age targeted rental units within one three-story building
Ownership or Rental?	Ownership	Ownership	Rental	Rental	Rental	Rental	Rental
Density	Lowest	Mid	Mid	Mid	High	High	High
Level of Affordability	For those who earn less than 80% AMI, some at 50-60% AMI	For those who earn less than 80% AMI	Offering homes to low-income seniors	Offering only 25% of total units to those at 60-80% AMI			
Length of Affordability (For more explanation, see responses to questions attached)	Flexible to discuss length, 15 +/- years. Land Trust model or deed restrictions	Flexible to discuss length - 7 to 15 years deed restrictions	Model keeps homes affordable while market prices taxes, insurance rise, reselling at original price	10–30-year deed restrictions, depends on feasibility of financial model			

Experience/Previous similar projects	Local direct experience in Wake County (Raleigh, Wendell, Knightdale).	National builder, with NC experience in Charlotte, Greensboro, Winston-Salem.	Experience in NC renovating old buildings into multi-family apartment complexes. (Virginia, Wilson, Warrenton, NC)	Experience in Charlotte and Monroe, NC with larger developments			
---	--	---	--	---	--	--	--

Background

In September 2024, staff posted a Request for Proposals to solicit affordable housing project ideas, to develop 4950 Burlington Mills Road, the 6.48-acre, town-owned parcel behind Town Hall. The RFP closed on October 4th, and the Town received seven proposals in all from affordable housing developers and organizations. Proposals showed concepts ranging from townhomes, to duplexes, to single building multi-family complexes. A summary of the proposals was provided to the Town Board.

Review Team

A committee was assembled to evaluate the proposals received. Members included:

1. Mayor Ron Currin
2. Commissioner April Sneed
3. Mark Perlman, Division Director with Wake County Housing Affordability and Community Revitalization
4. Aaron Finley, TPMA (consultant drafting Rolesville's first Affordable Housing Plan)
5. Leonard Kenion, resident of neighboring Barrington subdivision
6. Laura Largey, resident of neighboring Barrington subdivision
7. Sheilah Sutton, resident, former Commissioner, and President of the Rolesville Downtown Development Association
8. Meredith Gruber, Planning Director, Rolesville
9. Austin Keefer, Planning staff, Rolesville
10. Mical McFarland, Econ Dev Director, Rolesville
11. Eric Marsh, Town Manager

Review Process

The review team took the months of October and November to read over and evaluate the seven proposals received. Firms submitting proposals were evaluated based on the following specific criteria mentioned in the RFP, including:

- Familiarity and knowledge of Wake County and/or North Carolina
- Overall qualifications
- Relevant project experience and past successes
- Project approach, understanding and management
- Vision and Concept Plan
- References from similar projects
- Financial model/capability

In December, the team decided to further engage with four organizations to ask additional questions and conduct virtual interviews. After receiving responses electronically and discussing amongst the team, the team decided to conduct virtual interviews in January with three organizations. The additional questions and interviews centered around:

- Further describing to the group, a similar project that the organization has participated in previously
- Clarifying the level of affordability the organizations could provide
- The financial model used to provide affordability
- The length of affordability offered, for example, 5- 10- 15-years, and what occurs when the first buyer/owner sells their home.

RED COLUMNS

After reviewing the seven proposals, the review team decided not to move forward with the three organizations listed in the above chart in the red columns. The rationale being that all three organizations were proposing large higher density, single-structure, multifamily developments. It was felt that the proposed density was too high for this particular site, and that a large 3-4-story complex would not fit in with the surrounding area, especially adjacent to the Barrington subdivision. Additionally, all three presented rental models rather than home-ownership models. As such, these three organizations were not sent additional follow-up questions nor invited to virtual interviews.

YELLOW COLUMNS

The two organizations in the yellow columns received additional questions from the review team but were ultimately not chosen as recommended partners for the Town.

Yardly: One of the main reasons Yardly was not selected to move forward in the process was that of the 40 total units proposed, they were only offering 25% (10 units) as affordable housing, while the remaining 30 units would be market rate. Their model is also a rental model rather than home ownership. Yardly presented a nice proposal with estate home-looking quadraplexes, yet when asked if they could offer a larger percentage of affordable homes, they responded that they could be somewhat flexible depending on the financing, but it did not appear they could offer a majority or all units as affordable housing. Therefore, the team felt a project with only 10 +/- affordable rental units did not fit in with the vision for this site.

Hurt Foundation: Regarding the Hurt Foundation, there were a number of determining factors as to why they were not selected to move forward in the process.

- All four “qualifiers” in the yellow and green columns above were sent additional follow-up questions and given over three weeks to respond with a deadline. The Hurt Foundation did not respond within the deadline, but only after much prompting.
- A high-level investigatory search was done by the Town Attorney’s office to learn more about each of the four organizations. This was done to see if any of the organizations had received any negative press recently, or if there were any ongoing legal issues, etc. It was learned that The Hurt Foundation was a very new entity, created only a few months before, and so basically there was no historical information available.
- The Hurt Foundation has never done a project like this before, building a new development of duplexes, but rather has only renovated and refurbished existing buildings into multi-family apartments. This Hurt Foundation project would be the “first of its kind” in Rolesville, with a new, essentially “unknown” organization.
- While first presented in their proposal as a home ownership model, with “incidents of ownership”, upon further discussion, it was learned their financial model is lease/rental model. Senior residents would pay a down payment of around 5%, their low monthly mortgage payments would be fixed, while taxes and insurance rose, but then upon selling or passing away, the residents would not benefit from any profit on the sale, and ownership would revert back to the Hurt Foundation. Many on the review team had general qualms about the Hurt Foundation’s financial model.
- During the virtual interview, in comparison to Habitat for Humanity and True Homes, the Hurt Foundation seemed the least “professional and organized” for lack of a better word.

GREEN COLUMNS

Ultimately, when asked to rank their top choice, the members of the review team overwhelmingly ranked **Habitat for Humanity** as their #1 choice, yet with True Homes coming in a close second.

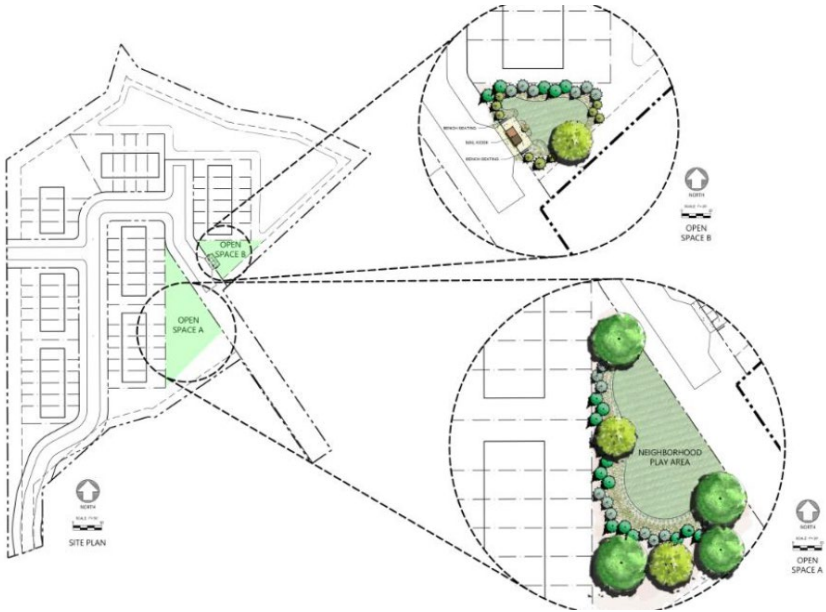
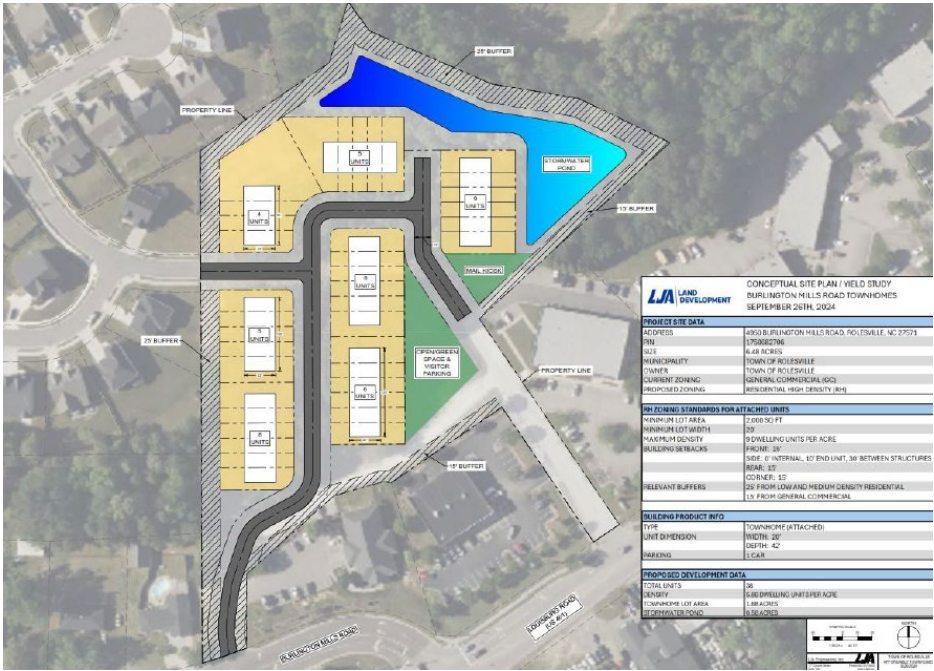
When considering overall experience, competency, success in similar projects, reputation, how the two organizations presented themselves in the virtual interviews, their flexibility in working with the Town on the townhome design, both Habitat and True Homes were viewed as viable options to partner with the Town on this project.

Some reasons provided as to why Habitat rose to the top:

- Their direct local experience in Wake County
- Their reputation as a nonprofit partner having the most capacity for ongoing support and programming
- Their lower density of either 16 or 20 townhomes.
- Homebuyers must contribute 200 hours of sweat equity. Habitat has an ongoing “pool” of people to ensure that vetted applicants/candidates/residents buy the property at future points of sale.
- Fit/suitability with existing Barrington neighborhood

Concept Plan and Design/Visuals on the following pages

True Homes



Myka 3 Story TH Elevation Front Load Parking



Habitat



Preliminary Sketch 2

Cottage Court Style Neighborhood

Rear Loaded Semi-Detached Townhouses
1670 sf with one-car garage



Preliminary Sketch 1

2-Story Townhouses, 1500 sf, one-car garage.
Similar to the townhomes that border Barrington
Hall neighborhood to the north.





September 30, 2024

Mr. Mical McFarland
Economic Development Director
Town of Rolesville
502 Southtown Circle
Rolesville, North Carolina 27571

Dear Mr. McFarland:

On behalf of Habitat for Humanity of Wake County (Habitat Wake), we appreciate greatly the opportunity to present our interest in and plans for the development of 4950 Burlington Mills Road in Rolesville.

With the designated 6.48-acre tract, we envision constructing up to 20 two-story townhomes for low-income families.

Wake County is the third-fastest growing county in the nation, a bustling metropolis increasing by 62 people daily. The community faces a severe affordable housing crisis, with a shortage of nearly 28,000 affordable units for households under \$50,000 of annual income. One in four people lack affordable housing in Wake County, preventing families from having sufficient funds for health care, childcare, education, and savings. The opportunity to partner with the Town of Rolesville on the Burlington Mills Road project could not come at a more opportune time.

Since Habitat Wake was founded in 1985, we have worked with families to build 950 affordable, safe homes, and completed over 550 home preservation (critical repair) projects allowing people - including many elderly and disabled - to stay in their homes. Habitat Wake serves a large population of families in need, partnering with a strong base of corporate, municipal, and individual donors and volunteers to build, repair, and finance homes located in Wake and Johnston counties.

Request: Habitat Wake requests construction of up to 20 new townhomes on 4950 Burlington Mill Road for a value to the community of over \$6 million. We are requesting the land from the Town of Rolesville at no cost.

As you will see in our proposal, we have developed similar projects with other municipality partners, which has been most beneficial to the communities we serve, and we are hopeful for your consideration.

Habitat Wake is one of the largest Habitat affiliates, leading the way in advocacy efforts for our homeowners, as well as for all people in need of a safe, affordable home. Habitat Wake homes provide safety and stability for our home buyers, with improved outcomes for our families in health, education, job upward mobility, and wealth-building.

We are so appreciative of the opportunity to submit our proposal to the Town of Rolesville, and we look forward to answering any questions you may have.

With best regards,



Patricia Burch, CEO
Habitat for Humanity of Wake County
patricia.burch@habitatwake.org

Proposal to Town of Rolesville

Brief description of firm/team

Since Habitat Wake was founded in 1985, we have built 950 affordable, safe homes, and completed over 550 home preservation (critical repair) projects allowing people - including many elderly and disabled - to stay in their homes. Habitat Wake serves a large population of families in need, partnering with a strong base of corporate, municipal, and individual donors and volunteers to build, repair, and finance homes located in Wake and Johnston counties.

Our **New Construction** program creates quality, affordable homes that blend seamlessly into the community. Our **Home Preservation** program provides critical repairs and accessibility improvements to homes with unsafe conditions. We add to the affordable housing supply by building and repairing homes and advocating for policy change that will increase access to housing for everyone in our community.

How homeownership works: Habitat Wake's homeowner services team works with families in Wake and Johnston counties who earn less than 80% of the Area Median Income (AMI), with many falling between 50-60% AMI. Families must qualify for a 2% interest mortgage, with monthly payments structured, not to exceed 30% of their monthly income. Homebuyers must **contribute 200 hours of "sweat equity" (volunteer hours) to help build their homes**. Our loan officer provides guidance to the homebuyer throughout the closing process. As part of their sweat equity, approved homeowners must take 38 hours of financial coursework to prepare them to be homeowners. Our **financial counseling and coaching prepare applicants to be successful long-term homeowners** through financial education classes. Monthly payments are set at 2% interest rates for mortgages with 30-year terms.

Legal company organization

Organizational chart - see attached

Habitat staff:

- Professional construction staff
- Licensed homebuilder
- Financial/accounting staff to manage the necessary accounting and reporting requirements for the project
- Full-time family service professionals who will coordinate and provide comprehensive homeownership training and education

Habitat Wake will serve as the project manager and housing developer. Habitat Wake will provide:

- Site acquisition
- Site management

- Homeowner selection
- Construction
- Access to mortgage financing
- Mortgage servicing, and/or rental
- Homeowner support services for partner families who are 80% or below AMI, with many falling at 50-60% (we would ensure 60% or below with this proposal).

Project manager

Brad McHugh – Vice President, Construction Operations - McHugh has been with Habitat Wake for 20 years, initially serving as an AmeriCorps service member. He reports directly to the CEO, serves on the Senior Leadership Team, and oversees three functions within the organization: construction, land acquisition and development, and home preservation. Holding various leadership positions within the organization, he has overseen the construction of over 700 new homes and the repairs of over 500 in the Wake and Johnston Co. area. McHugh is a licensed NC General Contractor and has a bachelor's degree in architecture from UNC-Charlotte. McHugh has coordinated several HFHI national Home Builders Blitz and Build-a-Thon events, as well as built homes globally with Habitat in Thailand and Argentina.

Other construction staff

Patrick Busse – Director of Land Acquisitions and Development – Busse has been with Habitat Wake for three years. His work includes: pre-construction services: land acquisition, due diligence analysis & evaluation, rezoning & entitlement, permitting & surety bonds, site planning coordination of: civil, structural, and geotechnical engineering, project budgeting, HOA establishment; development services: contractor bidding, budget analysis & reporting, site scheduling of: clearing, grading, underground utilities, curb/gutter, paving, sidewalks, landscaping, coordinate onsite work from pre-con meetings through final inspections, administer recordation of plats & legal documents, ROW dedication & acceptance, SCM conversions. He has a registered real estate license (NC credential ID license no. 332217). He earned a BS degree from Ramapo College of NJ and has worked as a planning manager for several corporations before coming to Habitat.

Ellie Burgess – Director of Construction - Burgess has been with Habitat Wake for seven years, starting as an AmeriCorps service member. In her time with Habitat working as a field superintendent, manager, and now director, Ellie has overseen projects both in new construction and home preservation Burgess manages 15+ construction staff, including site superintendents and crew leaders. She oversees aspects of new home residential construction, from permitting and site development to warranty, with emphasis on production, quality control, and safety. In addition, she oversees all aspects of home preservation repairs program, including initial assessments, budget execution, and quality. Certifications include: CAPS (Certified

Aging in Place Specialist); OSHA 30, OSHA 10; Certified Trainer, Sit-Down Counterbalanced Forklifts; First Aid/CPR/AED; HFHI Certified Competent Person; HFHI Volunteer Management Certification.

Other key staff:

Patricia Burch – CEO - Burch joined Habitat Wake as CEO in Oct. 2022, after nearly 16 years of working at Habitat for Humanity of Greater Birmingham, where she served as Executive Director. She currently oversees a \$33 million annual budget, as well as administration, business operations, construction, fundraising, and 10 ReStores. She has experience in administering Community Development Block Grant (CDBG) and HOME federal grants as well as funding from municipalities. Burch earned her BA and MBA degrees from the University of West Florida and earned a certificate in leadership from NC State University. Burch's extensive Habitat knowledge has helped her hit the ground running at a critical moment for the housing crisis in Wake and Johnston counties.

Maria Anderson – Director of Homeowner Services – Anderson oversees Habitat Wake's Homeowner Services team, which works with families to qualify and recruit them as homebuyers. She has designed and implemented Habitat Wake's homeowner education program including post purchase support to ensure long-term success of homeowners. Anderson manages \$54 million mortgage portfolio, while maintaining a delinquency rating of less than 5%. She holds a Master of Public Administration from Liberty University and Bachelor of Business Administration from Shaw University. She is a Certified Housing Counselor (U.S. Dept. of Housing and Urban Development).

Relevant experience

Habitat homes are/have:

- Compliant with all applicable standards, ordinances, building codes and zoning requirements including permits and inspections.
- Served by public sewer, utilities, water, and roads.
- Wheelchair ramps or no-step entrances, provided as needed, for families with disabilities.
- Three- and four-bedroom homes designed to have low-maintenance requirements.
- A refrigerator and stove are provided with each house.
- Designed with security in mind and provide exterior lighting, floodlights, etc.
- Landscaping with emphasis on low-maintenance plants.

Three comparable projects

1. **Old Poole Place** - 4314 Poole Road, SW Raleigh – site of our 105-home all Habitat community, the largest to date. The City of Raleigh recently sold an adjoining tract of land to Habitat Wake for \$1, which will add an additional nine

townhomes, bringing the total to 114 – 60 single-family homes and 54 townhomes. The parcel includes a Go Raleigh Park and Ride public transit facility to the west, which will offer transportation service to residents at the Habitat's community living at Old Poole Place. The community is approximately 40% completed and offers a value to the community of over \$38 million. C.J. Valenzuela, Housing and Neighborhoods Department, City of Raleigh has been key contact. – (Today is his last day with COR.)

2. **Flowers Place** – Kelley Meadows Road/Flowers Street, Knightdale – site of 17 single-family, two-story homes. The community is approximately 50% built and offers a value to the community of over \$4 million. The property will also feature a small community park for residents. One of the homes is featured in Wake County HBA 2024 Parade of Homes (p. 99 of catalog). Donna Goodman, Senior Planner – Long Range & Sustainability, Town of Knightdale is key contact.
3. **Wendell** – Harris Street, Wendell – For \$10, the Town of Wendell is selling three residential lots to Habitat, located on a newly extended road that was recently improved with new asphalt, curb/gutter, and water & sewer. The Town has also rezoned the property, prior to conveying title, to allow these three lots to be subdivided into five lots. Habitat will build five deed-restricted, single-family homes, affordable up to 80% AMI, where Habitat will maintain right of first refusal and the town will maintain the right of second refusal. This sale and terms have been approved by the City Council and final agreement and contract is currently being drafted by the town attorney. Bryan Coates, Planning Director, Town of Wendell is key contact.

Team experience

Habitat Wake staff has extensive experience in working with our internal team as well as with external municipalities.

As noted above, Brad McHugh serves as general contractor and oversees construction staff, subcontractors, and volunteer management.

Patrick Busse manages infrastructure of projects – land acquisitions and development.

Letters of referral – see attached

Project understanding, approach, and management

Approach to the project: From the Town of Rolesville RFP, we see tremendous alignment in the intent for which the Town wishes to use this property and the mission and work of Habitat Wake. Offering affordable housing to residents at 80% AMI is the demographic which we serve. Through our Homeowner Services team and the application process, we are able to determine individual/ family demographics such as economic status, veterans, seniors, and persons with disabilities.

Preliminary concept plan – see attached

The preliminary concept sketch illustrates five townhomes in clusters of four – 20 total – each with one-car garage (approximately 1,500 square feet). The townhomes would connect Batten Road, Southtown Circle, and Bridge Point Drive. The sketch shows a landscape buffer on Barrington Hall property line, and a community park with tree conservation area.

An alternative concept sketch would offer 16 semi-detached townhomes with rear-entry, one-car garages with storage shed. This “cottage court” style neighborhood allows for common area in the center of the development.

Design and construction

Habitat Wake has decades of experience in best practices for home design and construction. We have a variety of templates that we use based on lot size and elevation. We choose new and existing architectural plans and exterior material choices to best fit into the context of the surrounding community. The 20 proposed townhouse units will blend seamlessly into the existing community character and compatibility with the surrounding neighborhood.

Habitat Wake's construction services meet NC State Residential Building Code standards and follow all state or local permitting, inspections, licensing, and insurance requirements. The Habitat Wake construction team meets regularly, monitors all worksites, maintains the building schedule, and oversees compliance with City's building codes and OSHA site safety protocols.

Habitat Wake is experienced in energy-efficient and sustainable designs. We are experienced in building ADA compliant residences. All new construction meets/exceeds SystemVision comparable measures.

These include:

- Watersense plumbing fixtures
- High-efficiency heating (>92% AFUE or heat pump)
- High-energy cooling (>SEER 12 or heat pump)
- Above-code insulation in wall and/or ceiling

- Controlled whole-home, balanced ventilation
- High-efficiency water heating (0.93 electric or power-vented gas or tankless or heat pump)
- Air quality +/- active-ready

Describe the work you anticipate self-performing, and the work you anticipate being performed by sub-consultants/subcontractors. Discuss access and capacity of the sub-contractors as well as the subcontractor's history with your firm/team and their qualifications.

- Habitat will assume the role of GC (Habitat's GC license is #36031) and Developer.
- Habitat will arrange all construction funding and/or loan underwriting.
- Civil engineering by BNK or Site Advice. Geotech by GeoTechnologies.
- Land Development to be completed "turnkey" by subcontractors State Contracting or Duke Lazarra, pending bid pricing and availability
- Vertical construction managed by in-house superintendents. Work performed by volunteers and Habitat's regular paid subcontractors.

Provide schedule; identify and discuss ideas to accelerate the overall schedule.
Anything the municipality can do to expedite planning, entitlement, and approvals would help scheduling.

Describe your planning, scheduling, estimating, and construction management tools.

Staff uses ASANA project management software

RFP - 4950 Burlington Mills Rd TIMELINE		Construction to begin within 3 months of permit issuance.																									
Scope of Work	Month	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
Erosion control, clear & grade, ROW utilities & stormwater, concrete & 1st lift asphalt, common area landscaping & site stabilization.		x	x	x	x	x	x	x	x	x	x																
Administrative Review: Plat, Legal Documents, As-built, Onsite Punchlist, Bond unfinished infrastructure						x	x	x	x	x	x	x	x														
Recordation of plat & legal docs. GIS Updates.												x	x	x													
Issuance of Building Permits													x	x													
Foundations/Slabs Poured															x	x	x	x	x	x	x	x	x	x			
Vertical Construction																x	x	x	x	x	x	x	x	x	x	x	x
Fine Grading, Flatwork & Landscaping																				x	x	x	x	x	x	x	x
CO's Issued																					x	x	x	x	x	x	x
80% Built Out: SCM Conversion, Final Lift Asphalt, Begin 1-yr Warranty, Transfer HOA to Homeowners																									x	x	x
End 1-Yr Warranty (Month 34) - Call for final infrastructure walk-thru to gain acceptance of municipal maintenance.																											

Financial capacity

Habitat Wake has demonstrated access to capital. Support to Habitat Wake comes from our 10 ReStores (thrift stores with used furniture and building supplies), corporate, individual and foundation donations, third-party mortgages, and municipalities. We leverage previous mortgages and income from previous house construction to fund future projects.

Pre-Offer Budget		
TOR RFP - 4950 Burlington Mills Dr. Rolesville		20
Item	Per Home	Total Units (20)
Est Sale Value (2-story townhouse, 1500 sf, 1-car garage)	\$ 315,000	\$ 6,300,000
Total Revenue	\$ 315,000	\$ 6,300,000
Land Value (Tax Value PIN 1758682706)	\$ 55,368	\$ 1,107,361
Estimated Development Cost	\$ 49,250	\$ 985,000
Vertical	\$ 175,000	\$ 3,500,000
Total Construction Costs (Vertical + Horizontal)	\$ 279,618	\$ 5,592,361
10% Contingency	\$ 22,425	\$ 448,500
10% Developers Fee	\$ 27,962	\$ 559,236
Grand Total Construction Costs	\$ 302,043.1	\$ 6,040,861.0
Return	\$ 12,957	\$ 259,139
GM	4%	4%
Affordability		
Deferred Mortgage Goal (30% of Appraised)	\$ 94,500	\$ 1,890,000
Contribution from Return	\$ 12,957	\$ 259,139
% Contribution	14%	14%
\$ Variance from Goal	\$ (81,543)	\$ (1,630,861)
% Variance from Goal	-86%	-86%

* Feasibility analysis is based on building 20 homes.

- To make homes affordable, Habitat subsidizes up to 30% appraisal value in a deferred mortgage. On these homes, that is \$95k per home.
- If paying full value of the land, Habitat's return would only be \$13k per home. Habitat would need to make up \$81k per home.
- We are asking the land be an inkind donation, which would allow the project's return to fund \$68k total per home toward the deferred mortgages. The remaining gap of \$14k per home will be addressed by Habitat with other funding sources.

Preliminary Sketch 2

Cottage Court Style Neighborhood

Rear Loaded Semi-Detached Townhouses
1670 sf with one-car garage



Preliminary Sketch 1

2-Story Townhouses, 1500 sf, one-car garage.
Similar to the townhomes that border Barrington Hall neighborhood to the north.



Rolesville RFP – Habitat Wake responses

Questions asked of all four finalists

1. If you had to pick one, can you share a similar project of yours working with a local government that best matches what you think (what you proposed), can be developed in Rolesville on this site? Please describe.

Habitat Wake's Flowers Place project in Knightdale, NC is similar to what we are proposing for the Rolesville site. Flowers Place is 17 single family units on 2.5 acres. Habitat Wake purchased the property from a developer and worked with the Town to make sidewalk, accessibility, and road improvements. Those improvements were made possible through a partnership between the Town, Habitat Wake, and Wake County, which funded the infrastructure improvements with funding from the Community Development Block Grant.

To support affordability in this neighborhood, the Town has agreed to take over management of the stormwater pond, which will reduce HOA fees significantly for the homeowners.

Flowers Place is the closest project to what we are proposing in Rolesville currently under construction. But Habitat Wake is also developing new, creative ways to bring more density and different housing types to our community. In Garner, we're proposing a cottage-court style neighborhood, and in Raleigh, we're proposing a top-over-bottom duplex style with a ground lease. These are tools we could also bring to Rolesville.

2. Please clarify the level of affordability you can provide in your proposed project, as a percentage of area median income. Would you be willing to provide deeper affordability, or additional units? What resources would be necessary?

Habitat Wake's homeownership program serves homebuyers at or below 80% of area median income but the family must be able to afford 70% of the preconstruction appraisal value. Typically, program participants are between 40-75% of area median income. The lower the family's AMI, the more Habitat Wake must subsidize. We can provide deeper affordability on some units but down payment assistance (DPA) or other subsidies such as grants would be needed to make it viable.

3. Please provide a financial model for the development, including sources and uses of funds. We recognize that many factors are not in place, but we need a summary of the resources necessary to complete the proposed project. (For example, do your plans take into consideration the possibility of rock/granite that will need to be blasted/removed at the site?)

Please see the attached updated budget/proforma and sources and uses of funds. We have provided additional details including a line item for blasting rock. As a reminder, these are estimates.

4. For how long can you maintain affordability in the project? For homeownership projects – how will you balance equity growth and returns to homeowners with ensuring that additional low- and moderate-income households can be served? Will you agree to deed restrictions?

Habitat Wake is committed to finding solutions for both building generational wealth and preserving long-term affordability. On all our homes, Habitat Wake uses two tools to protect affordability:

- **Right of First Refusal:** When a homeowner is ready to sell, they are required to allow Habitat Wake to make an offer on the home. This allows Habitat Wake an opportunity to buy back the property and protect the affordable unit from the market.
- **Shared Appreciation:** This restricts the amount of equity a homeowner can gain on a home in the first 15 years of ownership. Shared appreciation disincentivizes investors from purchasing Habitat homes with the intention to flip them.

On some but not all homes, Habitat has implemented deed restrictions – usually in partnership with a municipality or public funding source. Habitat Wake is also piloting a ground lease program to provide homeownership while protecting long term affordability.

5. What should we be asking you about this project? What are we missing? Is there anything more you would like to add at this time?

Habitat Wake is one of the most productive Habitat affiliates in the country. We are a professional builder and developer, and we have been serving this community for almost 40 years with affordable homeownership. Not only are we building at the community scale, but we are also committed to serving the community in the long-term through housing preservation (repair) and public policy advocacy. Habitat Wake is an affordable housing expert that can support Rolesville's diverse and

complex needs and also deliver affordability at a time where housing costs continue to rise.

Rolesville is the only municipality in Wake County where Habitat has not built homes.

Additional question for Habitat specifically

- Are there any possible strategies/solutions for longer term affordability, i.e., after the first owner decides to sell their home? Is there a deferred mortgage goal?

This project would be ideal for our ground lease model which is in development and provides permanent affordability. This model would allow the family to purchase the improvements only while Habitat Wake retains ownership of the land. The family would pay a monthly rate of 99-year ground lease and the appreciation would be outlined in the lease (likely 3% per year). The family would be able to sell the property but it would have to be to a family under 80% of the area median income and the sales price is set based on the disclosed appreciation rate. Habitat Wake would have a pool of low-income buyers for the family to sell to if they are unable to find an outside buyer.

We may not use this program on every lot but it is one way to maintain permanent affordability on some of the lots.

Mical McFarland (Economic Development Director – Rolesville)

Re: Development of Town-owned Property (4950 Burlington Mills Rd) (RFP)

Dear Mical:

We are delighted to participate in the RFP for the Development of Town-owned Property (4950 Burlington Mills Rd). This initiative closely aligns with the core missions of our respective organizations, which are centered around delivering affordable housing solutions to our communities.

Our proposal embodies the synergistic collaboration between True Homes Foundation and LJA Engineering, leveraging the combined strengths of these two entities. True Homes Foundation boasts a long-standing legacy in philanthropy, with a core focus on providing affordable housing solutions and promoting workforce development. Through its affiliation with True Homes, True Foundation can acquire homes at an exceptionally low-cost basis. LJA Engineering: A multidisciplinary, full-service engineering consultancy that delivers unmatched results through employee ownership.

We firmly believe that our teams are uniquely positioned to achieve success in this endeavor, as demonstrated by our "Doorway to Prosperity" initiative. This innovative homeownership program is designed for households with a median income of 80%. Additionally, we are committed to allocating a minimum of 10% of the units to community partner programs, such as Wake County Teachers Homeowner Initiative. To make homeownership accessible, Doorway to Prosperity makes use of the Wake County Down Payment Assistance Program, NC Housing Finance Agency and special mortgage financing options provided by established mortgage banking partners. By supporting families in realizing the dream of homeownership, especially those affected by racial disparities in homeownership, our initiative aims to build generational wealth.

Our successful launch of this program in 2022 within two Charlotte communities, Citiside and Villages of Mallard Creek, underscores our commitment to action. We are currently in the process of developing an additional five communities, set to be introduced in 2024 and 2025.

The prospect of this opportunity fills us with enthusiasm, and we eagerly anticipate the potential collaboration ahead.

Warm regards,

Dan Horner
Founding Partner
True Homes

Mark Boyce
Founding Partner
True Homes

James Ross, PE
President and CEO
LJA Engineering

Ricky Waters, PE
SVP of Land Development
LJA Engineering

Table of Contents:

- A. Proposal for Land Donation to Support Affordable Workforce Housing in Rolesville
- B. Proposed Site Plan/ Unit mix
- C. Qualification and Experience Project Team
- D. Innovation
- E. Established Mortgage Banking Partners
- F. Community Engagement Strategy
- G. Development Milestone Schedule
- H. AMI Homeownership Affordability Table
- I. Proposed Unit Mix & Prices
- J. Deed Restrictions
- K. Elevations and Renderings
- L. Floorplans
- M. Product Specifications
- N. Comparable Projects
- O. Design Challenges and Mitigation Solutions
- P. True Homes Self-Performing and Subcontractor Base

Exhibits A - H

A. Proposal for Land Donation to Support Affordable Workforce Housing in Rolesville

True Homes Foundation proposes the donation of city-owned land for the development of 38 townhomes designed to provide affordable workforce housing in Rolesville. With the growing demand for accessible housing options, particularly for individuals and families earning below 55% of the area median income, this initiative will offer much-needed relief. By donating this land, the City would enable us to implement down payment assistance programs, allowing homebuyers to move into new homes and build stability within our community. This effort will not only attract and retain essential workers, such as teachers and healthcare professionals but also align with the city's vision for sustainable growth and economic stability. Together, we can create a diverse and vibrant community that enhances local businesses and improves the overall quality of life. I look forward to discussing how we can collaborate to make this impactful project a reality.

B. Proposed Site Plan/Unit Mix and Approach

True Homes has worked with LJA Engineering to develop the concepts below. This site plan includes 38 townhome lots, including three-story front-load garage townhomes. The landscape plan demonstrates community gathering spaces, including visitor parking. Unit mix and building orientations will be determined in collaboration with city staff.

This affordable housing project aims to create a vibrant, inclusive community in Rolesville, NC, addressing the growing need for accessible housing while promoting sustainable development and enhancing the quality of life for residents.

This affordable housing project in Rolesville, NC, represents an opportunity to not only provide housing but to build a community where residents feel valued and connected. By prioritizing sustainable development, community engagement, and strategic partnerships, we aim to create a lasting positive impact that aligns with the needs and aspirations of the Rolesville community. (See Exhibit A)

At True Homes we believe that strong communities thrive in welcoming spaces. Our development includes a playground area designed as a gathering spot for families and neighbors.

With safe play equipment for children and strategically placed benches for parents, this space encourages interaction and connection. We envision the playground as a vibrant hub where relationships can flourish, creating a sense of belonging for all residents. (See Exhibit B)

C. Experience and Qualifications of Project Team

True Homes Foundation: Established in 2011 and recognized as a 501(c)(3) in 2017, the True Homes Foundation focuses on enhancing community vibrancy through workforce development, partnerships, and affordable housing solutions. Its guiding principle is to affirm human dignity through compassion. The Foundation's 2023 Impact Statement is attached (see Exhibit G).

True Homes: As the 34th largest homebuilder in the U.S. and the largest privately-owned homebuilder in the Carolinas, True Homes operates in five metropolitan markets. The company was named “National Homebuilder of the Year” in 2020 by Professional Builder Magazine and received the National Housing Quality Gold Award in 2018. It has also been recognized as a “Top Place to Work” in Charlotte from 2016 to 2023.

Mark Boyce: A Founding Partner of True Homes, Mark is also the Co-Founder of the Byron Fellowship, which supports young social change agents. He has experience as an adjunct professor in Sustainable Community Development and serves on multiple boards, including Wake Forest School of Divinity. Mark holds degrees from Pomona College and the University of Cambridge.

Dan Horner: Another Founding Partner, Dan has 31 years of homebuilding experience, previously serving as President of C.P. Morgan. He led award-winning marketing teams and has advised Allen Edwin Homes. Dan holds a degree from Purdue University and actively engages in community initiatives.

LJA Engineering: Founded in 1972 and evolving into LJA Engineering, Inc. in 2011, the firm emphasizes community support alongside project excellence. LJA has earned numerous awards for its commitment to both clients and employee-owners (Exhibit H)

James Ross, PE, MBA: As President of LJA, James has over 25 years of experience in engineering and management, focusing on land development projects. He leads a team of over 1,700 employee-owners across 50 offices in nine states. James earned his degrees from Texas A&M University and Tarleton State University.

Jim Wiegert, PE: Senior Vice President of Land Development at LJA, Jim has over 25 years of experience in the land development sector, specializing in master-planned communities and construction management.

Project Team:

- Ron Staley: Senior Manager of Affordable Housing Initiatives at True Homes Foundation, Ron brings 25 years of expertise in finance and real estate, having founded Verde Homes, a leading African American residential construction firm focused on affordable housing in urban areas.
- Jon Ward: Raleigh Market Partner for Land Acquisition and Development at True Homes, Jon has 16 years of experience and leads a team managing land projects in the Raleigh region. He is currently pursuing his MBA at UNC's Kenan-Flagler Business School.
- Ricky Waters, PE: Vice President at LJA, Ricky oversees corporate engineering operations across the Southeast. He focuses on strategic planning, engineering design, and client relationships, ensuring quality and business growth in land development.

This diverse and experienced project team combines expertise in homebuilding, engineering, and community development, positioning them well for successful project execution.

D. Initiatives and Programs

True Homes and LJA Engineering have ten distinct innovations that they will bring to this development process. These include:

1. True Homes Doorway to Prosperity Initiative: In collaboration with Prosperity Alliance Partners, this initiative makes homeownership accessible at affordable prices, focusing on families impacted by racial disparities. Launched in 2022, it prioritizes households at or below 80% AMI using the House Charlotte Down Payment Assistance Program and mortgage financing from Bank of America and Truist Bank.
2. LJA Engineers Future City: This STEM program engages over 45,000 middle school students nationwide, empowering them to address sustainability challenges while LJA supports future engineers through internships.
3. True Homes Quality: Recognized for excellence in design and construction, True Homes delivers energy-efficient homes with high client satisfaction.
7. Teacher Homeownership Pilot: True Homes is piloting a program to retain teachers through affordable homeownership, committing 10% of homes for this purpose.

E. Established Mortgage Banking Partners

True Homes Foundation has a long history of working with established Banking Partners to provide financing for construction projects and help clients realize their goals of homeownership. Below is a table with current available programs among our preferred lenders. (See Exhibit C)

F. Community Engagement Strategy Designed and Executed by True Homes and LJA for this Project

1. Stakeholder Identification: Engage residents, community organizations, businesses, and local government in Rolesville.
2. Outreach:
 - Town Hall Meetings: Introduce the project and gather feedback.
 - Door-to-Door Campaign: Reach residents unable to attend meetings.
3. Collaborative Design:
 - Design Charrettes: Involve stakeholders in co-creating the development's design.
 - Focus Groups: Explore specific topics with diverse community representatives.
4. Incorporate Feedback:
 - Transparency: Share feedback summaries and adapt plans based on community input.
5. Ongoing Communication:
 - Regular Updates: Keep stakeholders informed through newsletters and meetings.
 - Community Ambassadors: Recruit liaisons to connect the project team and residents.
6. Partnerships: Collaborate with local organizations for resources and support services.
7. Celebration: Organize events for key milestones and acknowledge community contributions.
8. Monitoring: Establish a community advisory board for ongoing input and feedback.

This strategy fosters collaboration and ownership, enhancing community vitality in Rolesville.

G. Development Milestone Schedules, Planning and Management Tools

1. Schedule including REZONING

- Rezoning 3-6 Months from project award (this can be accelerated if site plan/TRC approvals and neighborhood meetings can be accelerated)
- Prepare Construction Drawings - 6 Months (this can be accelerated if we release the engineering team to start drawings at project award; this assumes low/no amount of changes during TRC/Rezoning)
- Approval of Construction Drawings, Stormwater, and State Water/Sewer - 6-12 months (this is difficult to accelerate based on CoRPUD, Wake County, DEQ review times)
- Site Construction - 9 months for Phase 1 (this can be accelerated based on town platting requirements)
- Closing the first 4-6 unit building permit - 6 months following Phase 1 plat

*Depending upon Rolesville Planning's capacity, this timeline can be accelerated.

2. Planning, scheduling, estimating, and construction management tools.

With over 10,000 homes built, True Homes has established a solid industry foundation. The use of Quickbase for land development and proprietary project management software for home builds highlights a commitment to efficiency and effective project tracking.

Quickbase for Land Development:

- **Budget Tracking:** Real-time financial monitoring ensures projects remain within budget.
- **Schedule Management:** Tracking schedules aligns stakeholders and facilitates timely delivery.
- **Lifecycle Management:** Overseeing the entire lifecycle helps manage resources and streamline communication.

Proprietary Project Management Software:

- **Customization:** Tailored features enhance productivity and meet specific workflows.
- **Collaboration:** Effective team collaboration maintains quality throughout the building process.
- **Data Integration:** Centralized data supports informed decision-making and improves outcomes.

Overall Benefits:

- **Improved Efficiency:** Streamlined management from planning to delivery.
- **Enhanced Communication:** Clear communication reduces misunderstandings and delays.
- **Data-Driven Decisions:** Real-time analytics help mitigate risks and optimize performance.

These tools position True Homes for ongoing success in the competitive housing market.

H. AMI Homeownership Affordability Table Wake County

a. See Exhibit D

I. Unit Types and Pricing Stack

True Homes Foundation and LJA Engineering will offer The Myka Townhome Product . This townhome utilize high quality design features such as painted cement board siding and modern layouts. See product specifications below (Section).

Price Stack: The Myka

The Myka	\$354,000 Market Value per Home (75% AMI)
Value of City of Rolesville Land donation	-\$27,500
Value of True Homes cost offset to True Foundation	-\$26,500

<u>Net Offering Price</u>	<u>\$300,000 Per Home (Below 70% AMI)</u>
---------------------------	---

Home Pricing to the Buyer with Down Payment Assistance.

Wake County Down Payment Assistance:	-\$50,000
Truist Down Payment Assistance:	-\$7,500
NC Housing Downpayment Assistance	-\$15,000

<u>Net Mortgage Amount to buyer</u>	<u>\$254,000 Per Home (Below 55% AMI)</u>
-------------------------------------	---

True Homes Foundation are also willing to consider alternative funding resources to further pursue the goal of affordable homeownership. This would include State and Federal Government, Private Sector, and Philanthropic resources. The above pricing reflects today's cost structure and is subject to change based upon the cost structure when development and home construction occurs.

J. Deed Restrictions

To ensure this affordable housing development adheres to the City's affordable housing goals, each affordable unit shall be subject to a deed restriction. This restriction will maintain affordability of the unit for a period of 15 years.

K. Elevations and Renderings

See Exhibit E

L. Floorplans

See Exhibit F

M. Product Specifications

The Product Specifications will be consistent with the Villages of Mallard Creek with the addition of painted cement board siding (no vinyl siding).

N. Comparable Projects

1. Economy Inn (Charlotte, NC), Warren Wooten, City of Charlotte, Assistant Director of Affordable Housing, email: Warren.Wooten@charlottenc.gov, Phone: 704-336-2489 (Raw Land price \$1 for land)

Awarded RFP by the City of Charlotte to build affordable housing at or below 80% AMI to build 40 Townhomes to increase homeownership opportunities in the City of Charlotte. The site was a former Economy Inn that the city had taken over that had become an eyesore to the city. The city demolished the property and sold it to True Homes and Prosperity Alliance for \$1.00 in mid-2024 to help increase the affordable housing for sale opportunities within the City of Charlotte.

We will be selling homes through our Doorway to Prosperity Initiative. This innovative homeownership program is designed for households with a median income of 80%. Additionally, we are committed to allocating a minimum of 20% of the units to community partner programs, such as CMS Teachers Homeowner Initiative, Habitat for Humanity, and the Promise of Purchase Initiative. To make homeownership accessible, Doorway to Prosperity makes use of the House Charlotte Down Payment Assistance Program and special mortgage financing options provided by established mortgage banking partners. By supporting families in realizing the dream of homeownership, especially those affected by racial disparities in homeownership, our initiative aims to build generational wealth.

2. Willow Oaks (Greensboro, NC) Russ Clegg, Greensboro Housing Development Partnership, Phone: 336-373-2211, email: russ.clegg@greensboro-nc.gov (Purchase price \$35,000 per lot)

Willow Oaks, a community built on a traditional neighborhood development model, is more than just a collection of houses. It's a place where the City of Greensboro, in its updated Willow Oaks Neighborhood Plan, offered area developers the opportunity to engage in the construction of affordable housing. After a rigorous selection process considering their track record, financial stability, and commitment to affordable housing, True Homes was approved as a developer and awarded ten lots. Of these, we have sold 5 Homes in our Doorway to Prosperity Program to homeowners in 2024 who are now part of this vibrant and supportive community.

Through our collective efforts, we have not only built houses but significantly improved the lives of homeowners in the Willow Oaks Community. Thanks to the enhanced down-payment assistance program through the City of Greensboro, homeowners have secured lower mortgages, providing them a brighter and more secure future. This program, which includes [specific benefits of the program], has been instrumental in making homeownership more affordable and accessible. This is a testament to the transformative power of affordable housing.

The success of Willow Oaks is a testament to the power of public/private partnerships. These partnerships, which involve [specific entities and their roles], have been instrumental in [specific contributions to the project]. This shining example of what can be achieved when we work together continues to thrive. We are proud of our progress and look forward to the future with optimism, knowing that our collaborative efforts will continue to make a positive impact on the community.

3. Ridgewood Place (Winston Salem, NC) Contact: Aaron King, Assistant City Manager, City of Winston Salem, Phone: (336)-747-7068, email: aaronk@cityofws.org (Purchase price of land a blended average of \$14,250)

Ridgewood Place, an upcoming single-family home community in Winston-Salem, Forsyth County, is not just about building houses. It's about Transforming lives. The City of Winston Salem awarded True Homes 31 lots to partner to build affordable homes in this community. Over 50% of the lots are currently under construction, and we have sold 4 in 2024. These homes are sold to homeowners with a mortgage at or below 70% AMI. This initiative is dedicated to fostering accessible homeownership opportunities for households seeking affordable housing options. By focusing on both affordability and quality, Ridgewood Place aims to serve as a beacon of opportunity for individuals and families aspiring to achieve the dream of homeownership. The community promises to offer a variety of home designs that cater to diverse preferences and needs, ensuring that residents enjoy both comfort and style. With its commitment to enhancing the lives of its inhabitants, Ridgewood Place stands as a testament to the program's mission of opening doors to prosperity and building a foundation for secure, prosperous futures. We remain steadfast in our commitment to continue providing affordable housing options, ensuring a brighter future for our community.

4. Dukes Ridge (Charlotte, NC) Hannah Beavers, Executive Director, Freedom Communities, Phone 857.225.0030, email: hannah@freedomcommunities.com (Raw Land Price \$27,000 per lot)

We are building 52 Townhomes through our Doorway to Prosperity program. The units will be sold to homeowners with mortgage payments at 80% AMI, Utilizing the House Clt downpayment assistance program, we were able to make these houses affordable for Charlotte homebuyers. In addition, several lenders offered significant downpayment assistance. This is a great partnership between Freedom Communities (non-profit) the landowner and True Homes Foundation the builder

We are also partnering with CMS to prioritize teachers in this project. Teachers are critical parts of communities, and they have been struggling with home ownership opportunities near where they work. We are also partnering with Truist Bank on this project to give \$30,000 to 15 teachers as a grant for downpayment assistance. The homes had a deed restriction, limiting the maximum resale purchase price of the homes and prohibiting the use of the homes for rental occupancy during the term of the deed restriction.

O. Design Challenges and Mitigation Solutions

1. Zoning and Regulatory Compliance:

Problem: Navigating local zoning laws and building codes can be complex, leading to potential delays and costs.

Mitigation: Engage with the local planning department early to ensure compliance. Consider hiring a land-use attorney or consultant familiar with Rolesville's regulations.

2. Environmental Concerns:

Problem: Environmental constraints such as wetlands or protected habitats could complicate development.

Mitigation: Conduct thorough environmental assessments before finalizing designs. Collaborate with environmental consultants to address any issues through mitigation strategies, such as preservation or sustainable practices.

3. Community Resistance:

Problem: Local residents may oppose the development due to concerns about traffic, neighborhood character, or property values.

Mitigation: Organize community outreach efforts early in the process, including informational meetings to address concerns, gather feedback, and incorporate suggestions into the design where feasible.

4. Infrastructure Limitations:

Problem: Existing infrastructure may not support the increased demand from the new development.

Mitigation: Coordinate with local utility providers to assess capacities. Plan for necessary upgrades in the development proposal and budget accordingly.

5. Budget Overruns:

Problem: Fluctuations in construction costs can lead to budget overruns.

Mitigation: Develop a detailed budget with contingencies for unforeseen expenses. Engage in value engineering during the design phase to identify cost-saving opportunities without compromising quality.

6. Construction Delays:

Problem: Weather, supply chain issues, or contractor availability can cause delays.

Mitigation: Create a realistic project schedule with buffer times. Build strong relationships with reliable contractors and explore alternative sources for materials to avoid shortages.

7. Market Conditions:

Problem: Changes in the real estate market, especially interest rate fluctuations, can impact demand and sales prices.

Mitigation: Conduct thorough market research to monitor interest rate trends and their effects on buyer behavior. Implement flexible design options with varied unit sizes and price points to appeal to a broader market segment.

By proactively addressing these challenges and developing adaptable strategies, the team can minimize risks and enhance the likelihood of a successful townhome project in Rolesville, NC.

P. True Homes Self-Performing and Subcontractor Base

For the 38-unit townhome development in Rolesville, NC, True Homes will take on the role of general contractor, focusing solely on day-to-day management of the project. All construction work will be subcontracted to specialized firms. Here's a breakdown of the anticipated subcontracted work, along with considerations for subcontractor access, capacity, and qualifications.

Subcontracted Work

1. Site Preparation and Grading

Scope: Site clearing, grading, and excavation will be performed by a subcontractor specializing in earthwork.

Qualifications: True Homes will select a contractor with a proven track record in residential developments and the necessary equipment to efficiently prepare the site.

2. Foundation Work

Scope: Foundation work, including footings and slab installations, will be handled by a licensed foundation subcontractor.

Access and Capacity: This subcontractor will be vetted for capacity and experience, ensuring they can meet project deadlines while adhering to quality standards.

3. Framing

Scope: Framing of the buildings will be subcontracted to a skilled framing contractor.

Qualifications: True Homes will engage a subcontractor known for their quality craftsmanship and experience in multi-unit residential projects.

4. Electrical, Plumbing, and HVAC

Scope: These systems will be installed by licensed subcontractors specializing in each respective trade.

Access and Capacity: True Homes has a network of reliable subcontractors, each with a strong history of performance in the Raleigh-Durham market, ensuring they can efficiently manage the installation processes.

5. Roofing and Siding

Scope: Roofing and siding installation will be subcontracted to specialized firms.

Qualifications: True Homes will select subcontractors based on their past work quality and reliability, ensuring they can deliver on the project's aesthetic and functional requirements.

6. Site Utilities Installation

Scope: Installation of water, sewer, and stormwater systems will be performed by licensed utility contractors.

Access and Capacity: True Homes will work with subcontractors who have demonstrated capacity and experience in handling utility installations for similar residential developments.

True Homes Self-Performing and Subcontractor Base (con't)

7. Landscaping and Final Site Work

Scope: Landscaping and any final site work will be subcontracted to a firm specializing in residential landscaping.

Qualifications: True Homes will select a landscaping contractor with a strong local presence and experience in creating sustainable, appealing outdoor spaces.

Subcontractor Access and Qualifications

1. Established Relationships: True Homes has developed a broad network of subcontractors over years of operation, allowing them to tap into reliable partners who understand project requirements and timelines.
2. Quality Assurance: Subcontractors are prequalified based on their safety records, performance history, and financial stability, ensuring that they can effectively manage the scope of work required for the development.
3. Local Expertise: Many of the chosen True Homes subcontractors have extensive experience in the Raleigh-Durham area, giving them valuable insights into local regulations and best practices for residential construction.

Conclusion

With True Homes focusing on day-to-day management and oversight, the construction of the townhome development in Rolesville will rely entirely on qualified subcontractors for execution. This collaborative approach, combined with LJA Engineering's design expertise, will enhance project efficiency and ensure high-quality outcomes.

Exhibit A

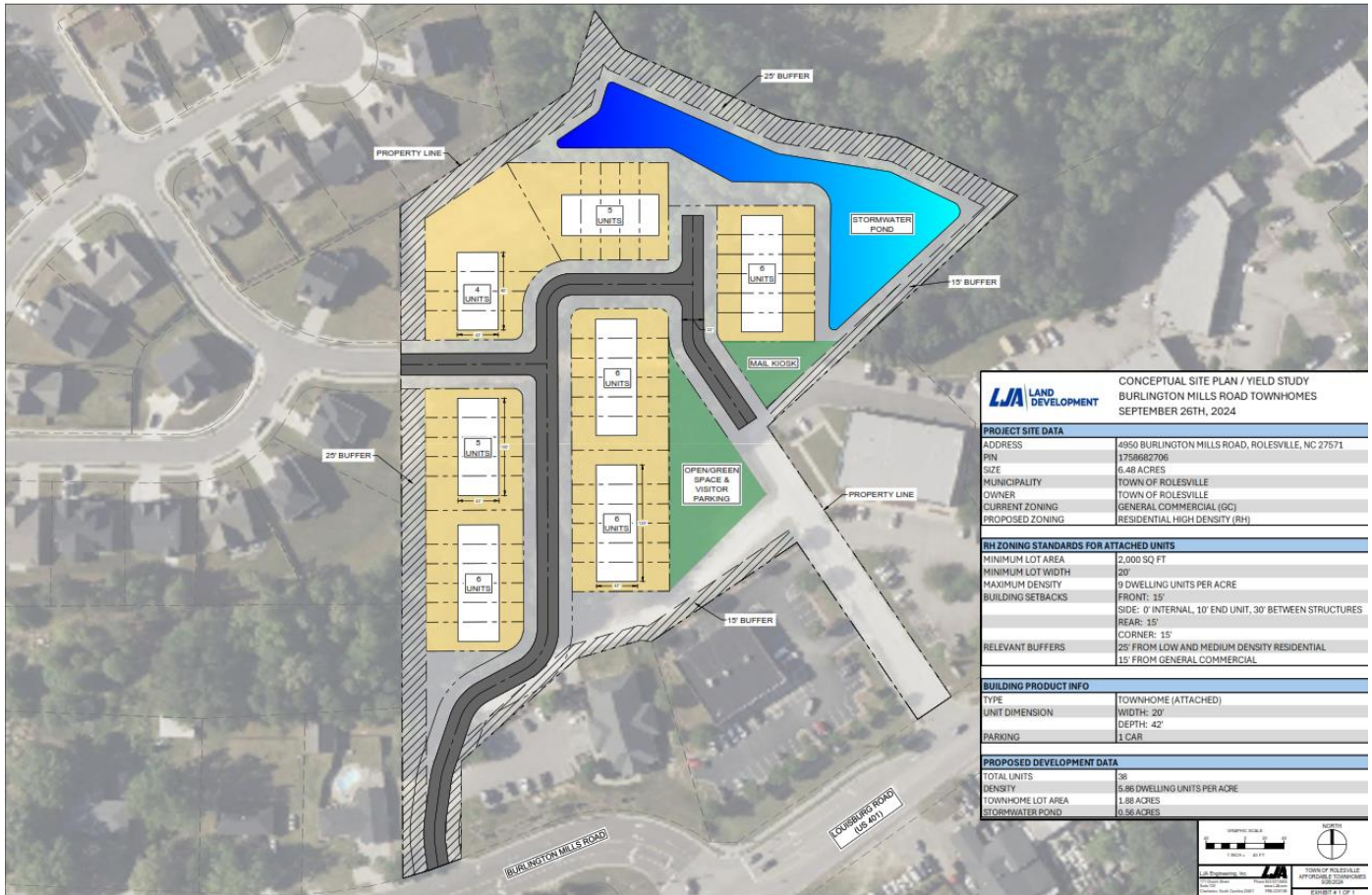


Exhibit B

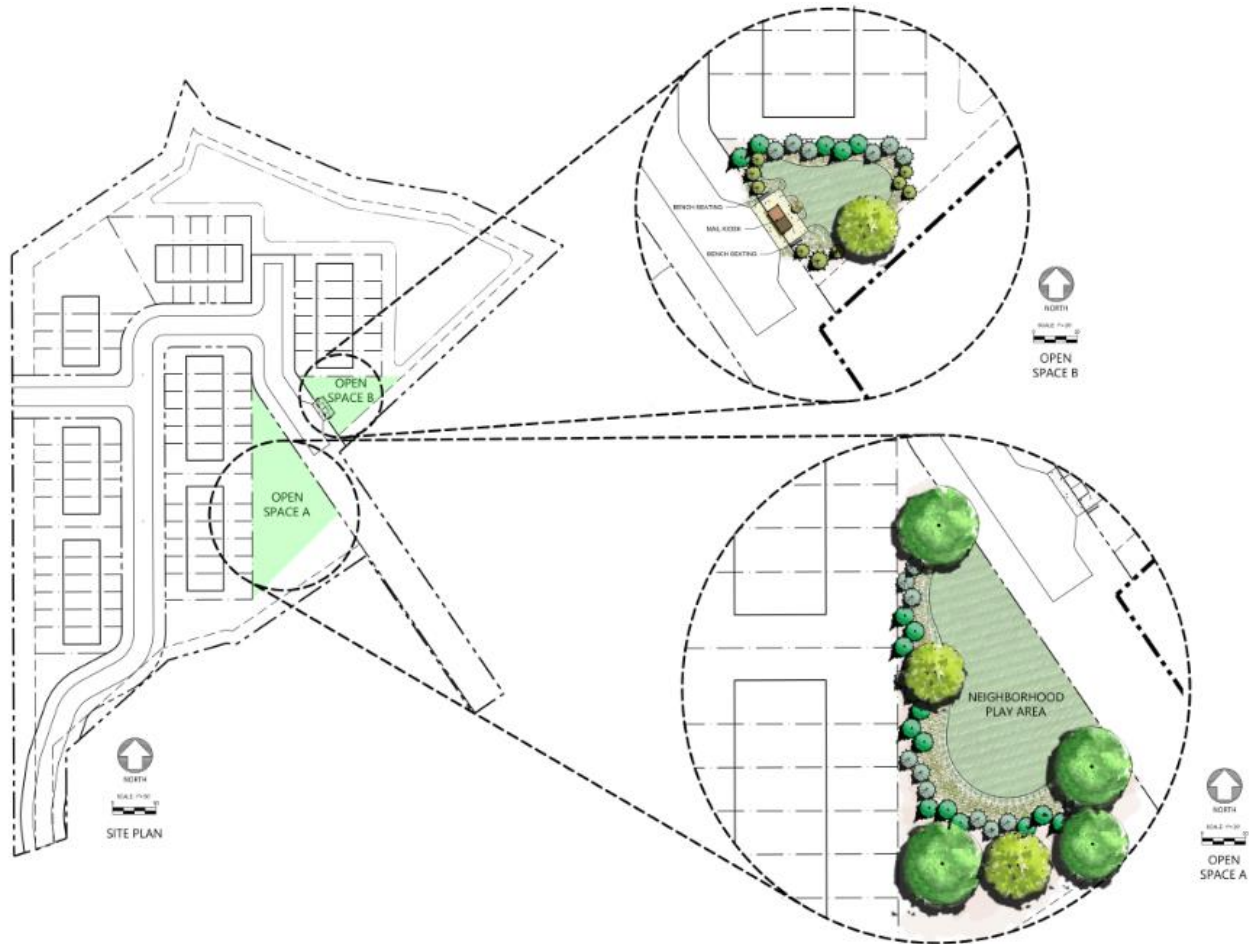


Exhibit C:

Specialty Programs and Flexible Options			
Lender	Program Name	Who's it For	What Benefit?
US Bank	NCHFA – NC Home Adv. DPA	1st time homebuyers & Move-up buyers	3% of first mortgage amount in down payment + closing cost assistance. Sales Price Limit \$382,000 Household income limits Wake County 2024 - 2025
US Bank	NCHFA – NC 1st Home Adv DPA	1st Time Homebuyers	\$15,000 in down payment + closing cost assistance Sales Price Limit \$382,000 Household income limits Wake County 2024 - 2025
US Bank	NCHFA CPLP	1st Time Homebuyers	Up to 25% of Sales Price or max. of \$50,000 in down payment + closing cost assistance. 80% AMI household limit and purchase price limits may vary in NC counties
US Bank	House Charlotte	1st Time Homebuyers in Mecklenburg County	\$30k down payment assistance based on 80% AMI \$10k down payment assistance based on 80-100% AMI Max sales price \$315,000.
Wells Fargo	Perm Buydown	All	Dependent upon several factors, it may be more beneficial from a payment perspective to buy out PMI rather than apply credits (Lender or SPCC) to the rate... we discuss goals and formulate a best path to lower the payment, or rate, or down payment, which ever is the limiting factor for the customer.
Wells Fargo	Upfront PMI	All	Dependent upon several factors, it may be more beneficial from a payment perspective to buy out PMI rather than apply credits (Lender or SPCC) to the rate... we discuss goals and formulate a best path to lower the payment, or rate, or down payment, which ever is the limiting factor for the customer.
Wells Fargo	Mid Term Lock	All	We don't charge any upfront fees for a rate lock up to 120 days.
Movement	Bank Statement Loans	Self Employed buyers who are not claiming sufficient income on taxes	We can use 12 to 24 months of bank statements as income vs tax returns.
FNB	Home Ownership Plus	Majority Minority Census Tract	100% financing up to 120% AMI. No MI. Credit Score as low as 580. Up to \$15,000 in closing cost assistance.

FNB	Home Ownership	LMI Census Tract	Reduced Down Payment requirement. No MI. 620 min score. Up to \$5000 closing cost assistance.
Bank of America	Community Affordable Loan Solution	Majority Minority Census Tract	Down Payment grant of 3% up to \$10,000. No min score. No MI. Max dti 50%. Homebuyer Certification (counseling) required. 150% AMI. US Citizens or Permanent Resident.
Bank of America	America's Home Grant	LMI Census Tract	up to \$7500 for closing costs.

LMI (Low to Moderate Income Census Tract) Options

Lender	Program Name	Geographic Area	Income Limit	Closing Cost Credit	Down Pmt Credit
US Bank	American Dream	North Carolina LMI	None	N/A	3% of purchase price or up to \$10,000
Wells Fargo	Dream Plan Home CC	Raleigh MSA	\$97,840	Up to \$5,000	
Wells Fargo	Dream Plan Home	All Markets	MSA	N/A	N/A
Wells Fargo	Home Buyer Access Grant	Minority Majority	120% AMI	n/a	\$10,000
Wells Fargo	NCHFA				
Truist	Builder Affordable	80% LMI	\$97,840	1.5% of Loan	
Truist	Grant	80% LMI	\$97,840	Up to \$7,500	can be used for
Truist	Home Ready	LMI Area	n/a	n/a	n/a
Movement	AMI	Any Area	100% AMI		
5/3 rd Bank	5/3 rd DPA	LMI	None	\$5,300 grant	

Exhibit D:

Affordable Homeownership Calculation for Wake County				
Interest Rate: 6.25%		<i>Est. Includes Insurance and taxes</i>		
HOA Dues: \$200/mos.				
Percent of AMI	Family of 4	Monthly Income	32% for Housing	Approximate Home Price
10%	\$12,230	\$1,019	\$326	\$5,600
20%	\$24,460	\$2,038	\$652	\$58,525
30%	\$36,690	\$3,058	\$978	\$111,475
40%	\$48,920	\$4,077	\$1,305	\$164,400
50%	\$61,150	\$5,096	\$1,631	\$217,300
60%	\$73,380	\$6,115	\$1,957	\$270,200
65%	\$79,495	\$6,625	\$2,120	\$296,700
70%	\$85,610	\$7,134	\$2,283	\$323,125
80%	\$97,840	\$8,153	\$2,609	\$376,025
90%	\$110,070	\$9,173	\$2,935	\$429,000
Area Median Income	\$122,300	\$10,192	\$3,261	\$481,900

Source: U.S. Department of Housing and Urban Development for Wake County (6.25% rate to qualify for CPLP \$50,000 and \$15,000 DPA)

Exhibit E:

Myka 3 Story TH Elevation Front Load Parking



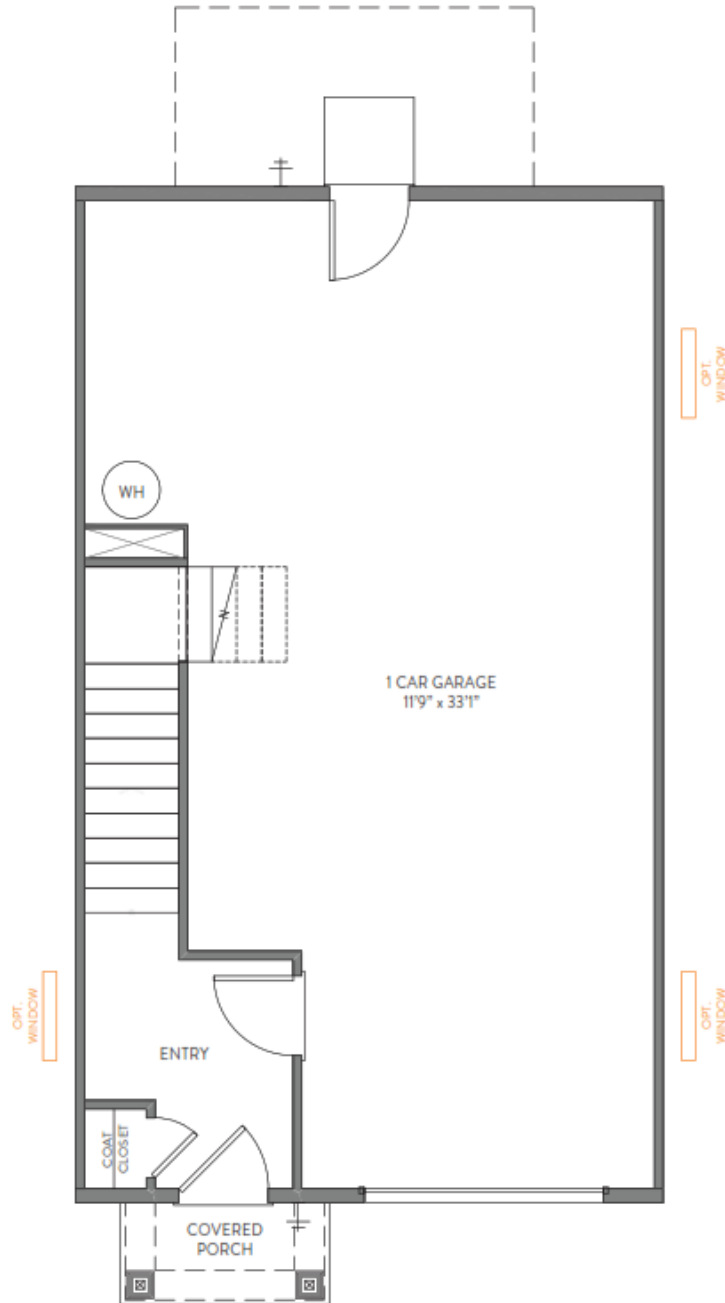
Exhibit F

Myka TH Layout

The Myka TH 1386

1,451 sq. ft. | Open | Lower Level

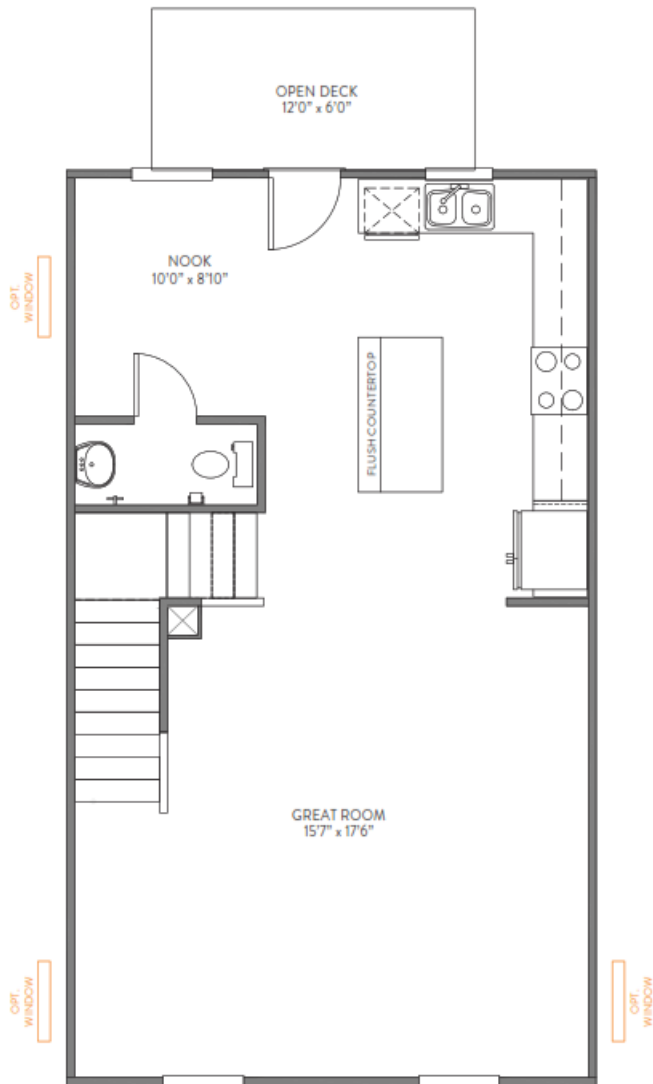
REV 08.21.23



The Myka TH 1386

1,451 sq. ft. | Open | Main Level

REV 08.21.23



Phone 704.238.1229 Fax 704.238.1150 Email info@truehomesusa.com

2649 Brekonridge Centre Dr. • Suite 104 • Monroe, NC 28110 truehomesusa.com

Myka Floorplan

The Myka TH 1386

1,451 sq. ft. | Open | Upper Level

REV 08.21.23

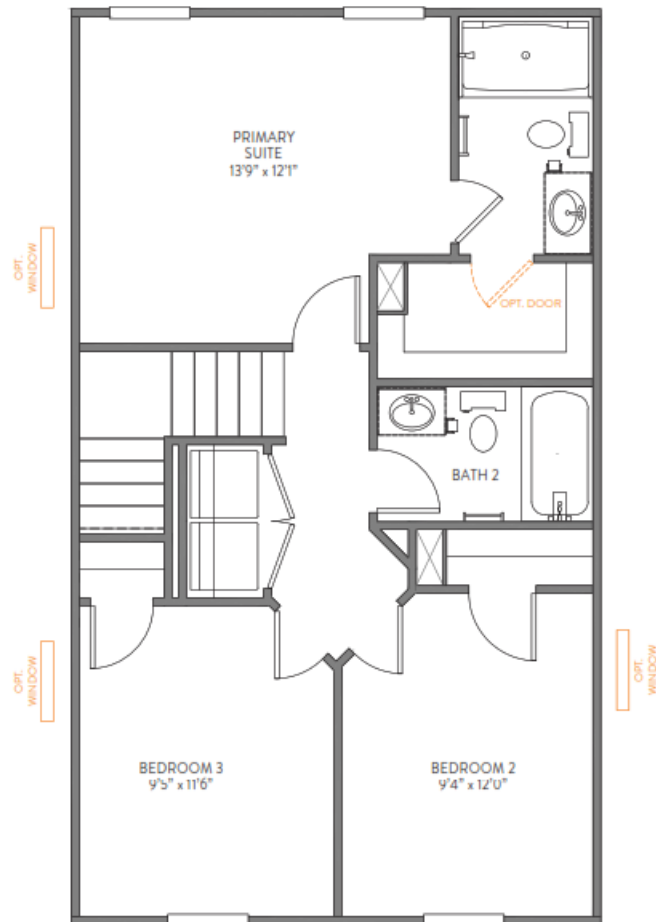


Exhibit G

True Homes Impact Statement



Exhibit H

LJA Overview



True Homes – Responses to Additional Questions

Questions asked of all four finalists

1. If you had to pick one, can you share a similar project of yours working with a local government that best matches what you think (what you proposed), can be developed in Rolesville on this site? Please describe.

One project that closely aligns with our vision for the Rolesville site is Ridgewood Place in Winston-Salem. This development involved revitalizing a previously neglected area reclaimed by the City of Winston-Salem. The site faced significant challenges, such as illegal dumping and loitering, which had negatively impacted the surrounding community. True Homes successfully stabilized the area, enhanced property values for neighboring homes, and transformed the site into a thriving residential neighborhood, significantly improving the quality of life for residents.

As part of this project, True Homes introduced the Doorway to Prosperity initiative, where selected homes were sold at cost to qualified homebuyers. This approach enabled first-time buyers to access affordable homeownership while building generational wealth and strengthening the local community. The success of this model at Ridgewood Place demonstrates our ability to balance community revitalization with sustainable affordability.

Similarly, our work on the Willow Oaks project in Greensboro highlights our ability to collaborate effectively with local governments. This development was part of the City of Greensboro's broader neighborhood improvement initiative, where we worked closely with city officials to design townhomes tailored to the community's needs. True Homes once again implemented the Doorway to Prosperity model here, offering cost-only homes to support community heroes and low- to moderate-income households.

These experiences underscore our commitment to creating transformative developments that align with municipal objectives while providing sustainable, affordable housing solutions. This track record makes us a strong candidate for the Rolesville site, where we aim to bring the same dedication and innovative practices.

2. Please clarify the level of affordability you can provide in your proposed project, as a percentage of area median income. Would you be willing to provide deeper affordability, or additional units? What resources would be necessary?

True Homes is committed to providing housing affordability tailored to the community's needs. For the Rolesville project, we anticipate delivering homes affordable to households earning **80% of the Area Median Income (AMI)** or below. We achieve this through a combination of innovative approaches, including our **Doorway to Prosperity initiative**, which offers selected homes at cost to qualified buyers, supporting long-term affordability and wealth creation.

Our approach to affordability includes the following strategies:

1. **AMI Consideration:** We recognize that AMI definitions vary by family size, and our pricing structure accommodates this flexibility. Our goal is to ensure that homes remain accessible across a range of household compositions.
2. **Affordability Expansion Potential:** We are open to discussions about deeper affordability levels or additional affordable units, depending on the availability of supplementary resources and collaborative opportunities with stakeholders.
3. **Capital Stack and Grants:** Our financing strategy includes leveraging True Homes equity, syndicated debt facilities, and external grants. For instance, in prior projects like Ridgewood Place and Willow Oaks, we utilized external funding to further reduce costs for buyers.
4. **Sustainability Through Design:** Our homes are developed with cost-efficient construction techniques and materials that support long-term affordability by minimizing maintenance and utility expenses for homeowners.

True Homes is committed to working with local stakeholders, such as planning departments, to refine our approach to affordability and maximize impact. Our track record demonstrates our ability to blend affordability with high-quality design and long-term community value, ensuring a positive outcome for Rolesville.

3. Please provide a financial model for the development, including sources and uses of funds. We recognize that many factors are not in place, but we need a summary of the resources necessary to complete the proposed project. (For example, do your plans take into consideration the possibility of rock/granite that will need to be blasted/removed at the site?)

True Homes is committed to delivering high-quality, affordable housing in Rolesville. Our financial model for this development is structured as follows:

Sources of Funds

- **Equity Investment:** True Homes will provide equity capital to demonstrate our commitment and ensure alignment with project goals.
- **Debt Financing:** We will utilize our syndicated credit facility, led by U.S. Bank and including partners such as Wells Fargo, Truist, Pinnacle, FNB, and Third Coast. This facility offers the financial flexibility required for project execution.
- **Grants and Subsidies:** We actively seek external grants and subsidies to enhance affordability. For example, our **Doorway to Prosperity** program has already provided 46 homes at cost since 2022, with over 100 more under development for 2024.

Uses of Funds

- **Site Development:** Estimated at approximately \$60,000 per lot, this includes infrastructure, utilities, and contingencies for extraordinary costs such as rock removal and pond conversion.
- **Construction Costs:** Employing cost-effective building practices without compromising quality, ensuring durability and energy efficiency.
- **Soft Costs:** Covering architectural designs, permits, legal fees, and other professional services essential for project development.

Site Considerations

To address these challenges, our budget includes contingencies for rock excavation and removal. We plan to collaborate with experienced contractors specializing in such conditions to ensure efficient and safe site preparation.

Experience and Capacity

True Homes has a proven track record, having self-developed over 10,000 lots. This extensive experience demonstrates our ability to navigate complex site conditions, coordinate with local governments, and deliver projects on time and within budget. Our expertise ensures that the Rolesville project will be developed efficiently, with a focus on affordability and quality.

Conclusion

Our comprehensive financial model, combined with our experience and proactive planning for site-specific challenges, positions us to successfully develop the

Rolesville project. We are dedicated to creating affordable, high-quality homes that meet the community's needs while ensuring financial viability and sustainability.

4. For how long can you maintain affordability in the project? For homeownership projects – how will you balance equity growth and returns to homeowners with ensuring that additional low- and moderate-income households can be served? Will you agree to deed restrictions?

True Homes is committed to providing sustainable housing solutions that balance long-term affordability with opportunities for homeowners to build equity. Our approach leverages deed restrictions, affordability mechanisms, and innovative homeownership models tailored to community needs.

Affordability Duration Through Deed Restrictions

- **7- to 15-Year Commitment:** True Homes implements deed restrictions ranging from 7 to 15 years to ensure homes remain affordable for future buyers while giving original homeowners the opportunity to build equity.
- **Accessible Housing for 80% AMI or Below:** These restrictions guarantee that homes remain available to households earning at or below 80% of the Area Median Income (AMI), creating a sustainable pipeline of affordable housing.

Balancing Wealth Creation and Affordability

- **Equity Growth Opportunities:** Our **Doorway to Prosperity Program** empowers homeowners by offering homes at cost, enabling underserved populations to achieve financial stability while building generational wealth.
- **Resale Mechanisms:** Structured resale caps ensure that homes remain affordable for future buyers while still allowing original homeowners to benefit from equity growth within the defined deed restriction period.

Comparison with Other Affordability Models

- **Community Land Trusts (CLTs):** CLTs preserve affordability in perpetuity by retaining land ownership and leasing it to homeowners. While effective, this model limits wealth-building potential for homeowners. True Homes' Doorway to Prosperity model provides full homeownership rights, allowing families to build equity while maintaining affordability through time-bound deed restrictions.
- **Habitat for Humanity Model:** Habitat for Humanity employs resale price controls to ensure affordability. True Homes expands on this concept by offering homes at cost and utilizing additional affordability mechanisms, such as down payment assistance and forgivable second mortgages, to enhance wealth-building opportunities.

Proposed Strategies for Rolesville

1. **7- to 15-Year Resale Caps:** Homes will include resale caps during the deed restriction period, ensuring affordability for future buyers while allowing original homeowners to retain equity.
2. **Partnerships to Enhance Accessibility:** Collaborations with Wake County's Down Payment Assistance program, NC Housing Finance Agency, and other funding sources will provide critical support for community heroes and underserved populations.
3. **Compliance and Oversight:** A dedicated advisory board will oversee adherence to deed restrictions and affordability guidelines, ensuring the program's integrity and long-term impact.

True Homes' balanced approach combines the benefits of affordability and equity-building, fostering financial stability for homeowners while ensuring long-term housing accessibility for the Rolesville community.

5. What should we be asking you about this project? What are we missing? Is there anything more you would like to add at this time.

We believe the success of the Rolesville project will be greatly enhanced by close collaboration with the Town of Rolesville. Assistance and support from the town could play a crucial role in addressing several key aspects of the development:

Infrastructure Costs and Permitting

- **Streamlining Processes:** Assistance from the town in streamlining the permitting and approvals process would be invaluable. Expedited reviews for infrastructure permits and zoning changes could help ensure that the project remains on schedule and delivers homes in a timely manner.
- **Cost Mitigation:** Support from the town in identifying potential funding opportunities or cost-sharing measures for infrastructure improvements—such as roads, utilities, and public amenities—could significantly enhance the project's affordability and feasibility.

Fast-Tracking Land Development and Zoning Approvals

- **Collaborative Solutions:** By partnering with the town's Planning Department, we can work toward fast-tracking development approvals and addressing zoning requirements. Assistance in navigating these processes efficiently would allow us to align with Rolesville's growth objectives and community priorities.

Supporting Community Heroes and Local Initiatives

- **Partnerships for Down Payment Assistance:** Coordination with the town on programs to support community heroes (teachers, healthcare workers, first

responders) could amplify the impact of our down payment assistance initiatives. For example, leveraging local partnerships could expand access to financial resources for these key contributors to the community.

- **Educational Initiatives:** Assistance from the town in promoting and co-hosting homeownership seminars could help ensure greater participation and outreach to underserved populations, empowering them with the tools and knowledge needed to achieve homeownership.

Overall Community Engagement

- **Facilitating Feedback Channels:** Town support in organizing and facilitating community meetings or forums would enable us to gather valuable insights from local stakeholders. This collaborative approach will ensure that the project aligns with the community's needs and vision.
- **Ongoing Communication:** Assistance in maintaining clear and open communication between all stakeholders—including town officials, residents, and developers—will help build trust and transparency throughout the project lifecycle. By working hand in hand with the Town of Rolesville, we can overcome challenges, maximize resources, and deliver a development that serves as a model for affordable, sustainable, and community-driven housing. Your partnership will be key to achieving these goals effectively.

Additional question for True Homes specifically

- You mention a fifteen-year deed restriction. What happens after the 15 years? You mention assistance for teachers, please elaborate on how many teachers you anticipate assisting and the amount of assistance?

Wealth Creation Analysis for Myka Plan Over 15 Years

Home Value and Equity Growth (reference page 7 of the Rolesville RFP reference)

A homeowner purchasing a Myka plan home with a mortgage of **\$254,000** at an initial price of **\$354,000** would see substantial equity growth over 15 years:

- **Home Appreciation:** At an average annual appreciation rate of 4.3%, the home's value would increase to approximately **\$634,000** by Year 15.
- **Mortgage Principal Reduction:** After consistent payments, the remaining mortgage balance would decrease to approximately **\$172,000**.
- **Total Equity:** The homeowner would accumulate approximately **\$462,000** in equity over 15 years, significantly boosting their financial position.

Impact on Teachers' Wealth

True Homes recognizes the critical role teachers play in building strong communities and has partnered with CMS to specifically allocate homes for teachers in new developments. Through this partnership:

1. **Special Down Payment Assistance Programs:**

True Homes collaborates with its preferred lenders, such as Truist Bank, to provide tailored down payment assistance for CMS teachers. For example, Truist's forgivable grants and other financial support initiatives reduce the financial barriers to homeownership for teachers.

2. **Equity Growth for Teachers:**

For a teacher earning an average annual salary of **\$60,000** in Rolesville, the accumulated equity of **\$462,000** represents nearly **7.7 years of their annual salary**. This wealth can be used for life-changing opportunities such as:

- Funding higher education for children.
- Starting or expanding a small business.
- Securing a more comfortable retirement.

Community Benefits for Rolesville

1. **Attracting and Retaining Teachers:**

By creating affordable pathways to homeownership for educators, Rolesville can attract and retain talented teachers, ensuring the community's schools remain strong and well-supported.

2. **Economic Development:**

Long-term homeowners like teachers contribute to local economic stability by supporting businesses, increasing tax revenue, and investing in their homes and neighborhoods.

3. **Strengthened Community Engagement:**

Teachers living and working in the community build stronger relationships with families, foster deeper connections with students, and contribute to a cohesive, engaged community.

True Homes is dedicated to supporting community-serving professionals through strategic partnerships and targeted housing initiatives.

Duke's Ridge Project in Charlotte

In collaboration with Charlotte-Mecklenburg Schools (CMS), True Homes has developed Duke's Ridge, a new affordable housing community in West Charlotte. This project includes 52 new townhomes, with four units specifically reserved for CMS educators, addressing the need for affordable housing options for teachers.

Willow Oaks Community in Greensboro

At the Willow Oaks community in Greensboro, True Homes has set aside homes for households earning between 60% and 80% of the Area Median Income (AMI). This initiative ensures that affordable housing is available to local community heroes, including teachers, police officers, healthcare workers, firefighters, and social workers.

Conclusion

True Homes' proven initiatives, such as the **Community Hero Homes** program and successful projects like Duke's Ridge in Charlotte and Willow Oaks in Greensboro, demonstrate our ability to deliver impactful, affordable housing solutions for community-serving professionals. By setting aside homes for teachers, police officers, healthcare workers, and other essential workers, we strengthen local workforces, foster economic growth, and build resilient communities. For Rolesville, these models translate into increased workforce stability, stronger community ties, and sustained economic development. True Homes is ready to partner with Rolesville to create a thriving, inclusive community that empowers its residents and secures its future.



THE HURT FOUNDATION, INC.

PO Box 25 – Nashville NC 27856 – 252.714.3710 – michaeljhurt@hurtorg.com

October 4, 2024

Mical McFarland
Town of Rolesville
PO Box 250
502 Southtown Circle
Rolesville, North Carolina 27571

Re: Rolesville Senior Affordable Housing Development Proposal

Dear Mr. McFarland,

On behalf of The Hurt Foundation, Inc. we respectfully submit our proposal for the Rolesville Senior Affordable Housing Development project.

The Hurt Foundation, Inc.'s vision and purpose is to contribute to the revitalization of communities like the Town of Rolesville to provide affordable housing and affordable living to its citizens.

The Rolesville Senior Affordable Housing Development project is the type of project that would allow our purpose and vision to become a reality and benefit the citizens of the Town of Rolesville.

Please find our proposal for this project enclosed.

Sincerely,

Michael J. Hurt
President/CEO
The Hurt Foundation, Inc.



THE HURT FOUNDATION, INC

Rolesville Senior Affordable Housing Development

October 4, 2024

Qualifications:

Stacy Woodhouse

Stacy Woodhouse is a resident of Warren County, NC and holds a Finance degree from American University's Kogod School of Business. With over 20 years of experience, Stacy has a broad range of real estate development and management expertise including big box retail, office, warehouse, residential, and institutional underwriting. Over the course of his career, Stacy has underwritten over \$5 Billion in real estate transactions and developed over \$200 Million in real estate projects from Texas to New York.

Michael Hurt

Michael Hurt is a resident of Franklin County, NC and he has been involved in real estate construction for over 20 years as an owner and General Contractor. He holds an unlimited and unclassified general contractors license, a utility construction license, and a NCDOT highway, road, and bridge license. Michael has built a broad range of real estate asset types including office, retail, residential, multifamily (over 400 apartments), and industrial. He is also one of the leading historical revitalization specialists in the southeast.

Previous Projects:



Briar Cliff Apartments

Concept built in multiple locations, this complex is built in South Hill, VA called The Briar Cliff Apartment. Consists of 94 apartments. All are 2 bed/2bath. Roughly

875 sq ft per unit with ground level apartments are ADA compliant, or can be converted to ADA compliant. Built Slab on Grade.



Anderson Apartments

The Historic Anderson Apartments in downtown Wilson. This project will revitalize 13 units and provide affordable housing for students and young professionals and Includes a community court yard space.

Originally built in the 1920's, 3 bed/1.5 bath, roughly (9) 1200 sq.ft. units and 2 duplexes (1000 sq ft. each). Anderson Apartments will have a 2024 Fall completion date. This was a public/private partnership where the City of Wilson and Hurt LLC entered into an agreement to develop the property to provide affordable housing and then sold the property back to Hurt LLC.



Halifax Hotel

This was a public/private partnership with the city of Halifax. Originally the town wanted to demo the structure. But, based on Hurt LLC's background in historic revitalization and willingness to work with the City, the parties entered into a public/private partnership to develop the Halifax Hotel into 17 apartment units. The City's investment of \$7,000 turned into a \$2,000,000 appraised value. Units range from 500 sq. ft. efficiency up to 1200 sq. ft. 2bed/1 bath. The development is centered in the heart of downtown historic Halifax.



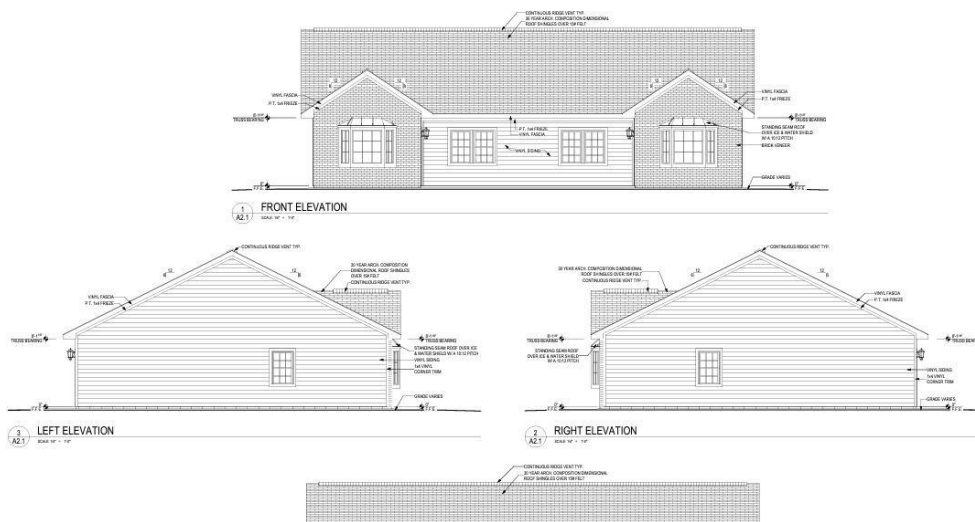
Dameran Building

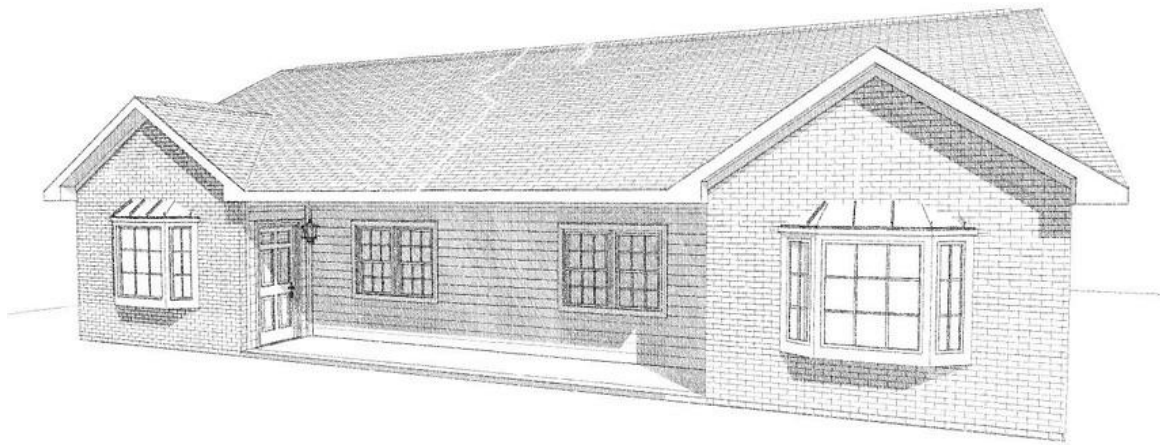
This is a 24,000 sq. ft. historical armory in downtown Warrenton. The building housed the national guard, Warrenton Record, and a tractor dealership. This was a public/private partnership where the Town of Warrenton had the property under contract and they assigned the contract to Hurt LLC with the understanding the property would be converted to commercial retail on ground level and apartments upstairs to conform to their Main Street program. Hurt LLC converted the building into 22 apartments and 4 commercial retail units. Warrenton agreed to defer taxes for 10 years starting upon completion and provided a public parking lot to accommodate parking across the street.

Development Overview

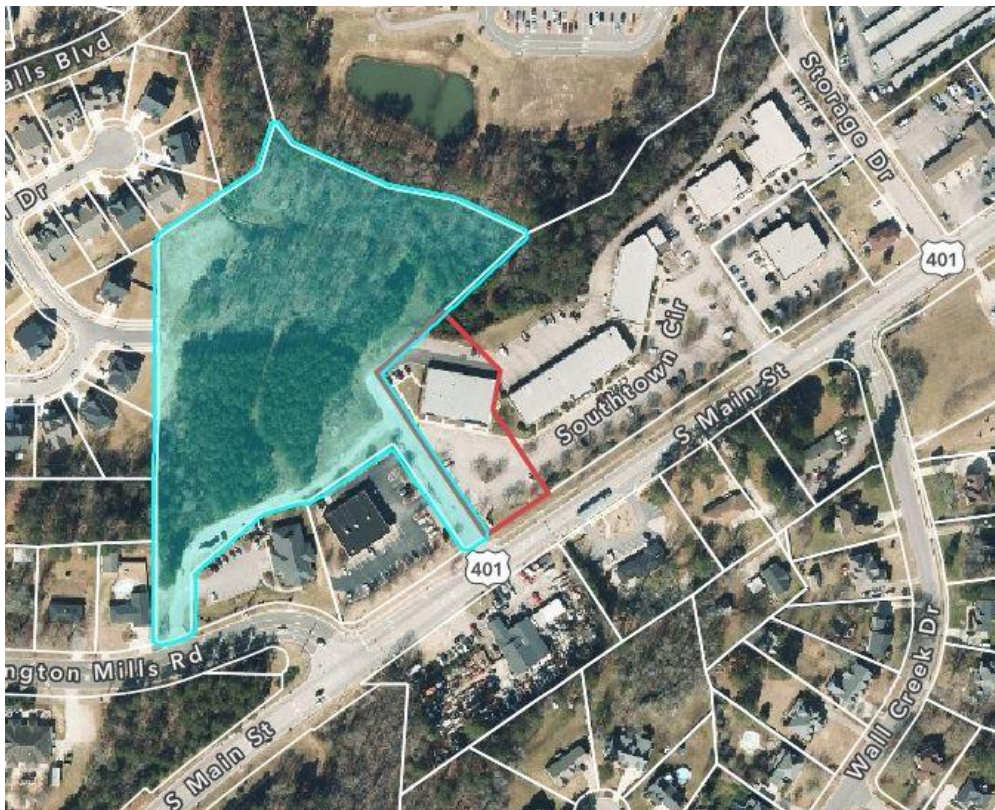
Site at GIS Pin# 1758682706

6.48 Acres Units= 34





This is a conceptual design that will be modified for use in the Rolesville Senior development.





Rolesville Development Ownership Structure

Under our proposal, the Town of Rolesville will provide the land for the development while The Hurt Foundation, Inc. will be responsible for the development and construction of 17 2 br /2 ba duplex units. The Hurt Foundation, Inc. will finance the units to residents. Residents will have incidents of ownership and will have life rights to the property.

The monthly payments will be stable, with the major component of the payment being fixed for the life of the Resident. Upon the passing of a Resident, the property will revert back to The Hurt Foundation, Inc. owner finance to the next resident at a reduced market rate and the same payment model. The goal is for the cost of the housing to be below market value and remain affordable in perpetuity for the life of the structures. To ensure the safety and sustainability of the development, all owners will go through a thorough non-discriminatory credit and background check. Residents will have the right to sublease one room in their residence. Subleases will be subject to the same non-discriminatory credit and background check that initial Residents will go through.

The Hurt Foundation, Inc. will maintain the landscaping, exteriors, lawn maintenance and common areas under an HOA agreement and will pass those expenses to the owners. The Hurt Foundation, Inc. will enter into an agreement with the Town of Rolesville to ensure that the property will remain an affordable housing project for Senior Citizens for the life of the project.

Organization:

The Hurt Organization

The Hurt Foundation, Inc. is a non-profit corporation organized specifically for the purpose of contributing to the revitalization of communities and to educate youth on real estate. Our vision is to provide affordable housing and living to the citizens of our communities.

Contractors, Subcontractors, & Design Professionals:

Hurt & Sons, LLC

Hurt & Sons, LLC will be the general contractor and provide project management for this project. Hurt & Sons, LLC will be the mechanical and plumbing subcontractor, and MICA Electric, the electrical subcontractor. Design professional will be S. Robert Andron.

Licenses:

Hurt & Sons, LLC

Unlimited General Contractor's License #L.85010

Heating Group 3, Class I; Plumbing Class I; Residential Fire Sprinkler Installation Contractor License #L.32175

References:

David Williams, Briarcliff LLC

Tony Conner, RA, President, HagerSmith

Robert Davie, Town Administrator, Town of Warrenton

Mary Catherine Hunter Smith, JW Hunter Company, Inc.

The Hurt Foundation – Responses to Additional Questions

Questions asked of all four finalists

1. If you had to pick one, can you share a similar project of yours working with a local government that best matches what you think (what you proposed), can be developed in Rolesville on this site? Please describe.
2. Please clarify the level of affordability you can provide in your proposed project, as a percentage of area median income. Would you be willing to provide deeper affordability, or additional units? What resources would be necessary?
3. Please provide a financial model for the development, including sources and uses of funds. We recognize that many factors are not in place, but we need a summary of the resources necessary to complete the proposed project. (For example, do your plans take into consideration the possibility of rock/granite that will need to be blasted/removed at the site?)
4. For how long can you maintain affordability in the project? For homeownership projects – how will you balance equity growth and returns to homeowners with ensuring that additional low- and moderate-income households can be served? Will you agree to deed restrictions?
5. What should we be asking you about this project? What are we missing? Is there anything more you would like to add at this time?

Additional question for The Hurt Foundation specifically

- How long has the foundation been in existence? What does “with life rights to the property” mean? What happens to the land after the “life” of the first resident? What happens when a resident sells the home?

RESPONSES

1. We have been developing multifamily and duplex communities for the last 20+ years. We’ve also entered into several public private partnerships with various municipalities throughout North Carolina. A public private partnership involving multifamily housing that we’re in the process of completing the first quarter of 2025 is located in Warrenton, NC. The Dameron Building is a 25,000 SQFT Historical building

located at 105 East Franklin Street Warrenton, NC. The building, built in 1906, will consist of 22 Luxury Apartments and 4 commercial retail units. This project revitalized a historic landmark in Downtown Historic Warrenton while providing affordable housing to the region. The Town provided us with 10 years in deferred taxes and built a public parking lot across the street. Given the demographics of the community, we've determined that a high percentage of tenants will be seniors, so we designed the majority of the units to be ADA compliant or the ability to be converted into ADA compliant units throughout.

2. What we're proposing to the Town of Rolesville is something that's going to maintain significantly lower cost to the residents, much lower than market rate over time. We would be happy to entertain a market study, however I think what you'll find the number that we've been discussing selling the units for is \$150K per door, 5-10% down, mortgage cost plus \$150-\$200.00 per unit. We owner finance to the buyer, once they pass away we receive the property back, and we resell the same property for the same price, plus any tax or insurance increases for essentially the same price. So, in 10 -15 years when everything in Town has doubled or tripled, the values will remain affordable.
3. There's no way anyone can tell you that they can estimate the unknown. What I can tell you is that a duplex/condo that we're talking about will cost approximately \$225K per building, or \$125K a door. \$75,000 per building on the site we're proposing should be sufficient, but that's a budget. If we're lucky enough to be selected, there must be soil testing and boring done in order to verify how to proceed.
4. The way that we'll maintain affordability is to continue to sell the condos for the life span of the property using the \$150K threshold, each time. The only increase (It would compound) is through taxes and insurance. Once the owner passes away, we would resell the property per the agreement.
5. I guess a good question is what are you (the Town of Rolesville) trying to achieve? Are we trying to address senior house for a generation or indefinitely? I don't think you're missing anything. We have water, sewer, you've referenced the rock in the ground and this really needs to be explored. The property has been rezoned per our last council meeting (well done). I think the Town's motivated to assist in addressing the senior housing crisis in our communities and we want to contribute to that.

For The Hurt Organization:

1. It's a newly founded nonprofit that was established to work with young men and women to get involved in real estate. We also work with municipalities on community

redevelopment, revitalization, and contributing to their economic growth and development through real estate.

2. Once the owner passes away, the property would defer back to the owner (The Hurt Foundation), and THF would resell the property per the agreement.
3. There would be a clause that would prevent the sale of the property. This would have to be critiqued but our attorney would structure the agreement as such.



Memo

To: Mayor Currin and Town Board of Commissioners
From: Michael Elabarger, Interim Planning Director
Date: Prepared August 13, 2025 for August 19, 2025 Town Board Work Session
Re: Land Development Ordinance (LDO) Zoning Use – Vehicle, Minor Service, Section 5.1.5.V.

Background

The Town Board of Commissioners has expressed interest in discussing the Zoning Principal Use of “Vehicle, Minor Service” that is included in LDO Section 5 and described in detail in Section 5.1.4.V. LDO Section 5 - Permitted Principal Uses – permits the Use of “Vehicle, Minor Service” in the following Districts (excerpt from LDO):

	RL	RM	RH	MH	GC	CH	OP	GI	BT	TC	AC	NC	
COMMERCIAL USES													
Retail Sales and Services, Shopping Center	-	-	-	-	P	P	-	-	-	S	S	S	5.1.4.R.
Tattoo Establishment	-	-	-	-	P	P	-	P	-	-	-	-	5.1.4.S.
Vape and Tobacco Store	-	-	-	-	P	P	-	P	-	-	-	-	5.1.4.T.
Vehicle, Rental and Sales	-	-	-	-	P	P	-	-	-	-	-	-	5.1.4.U.
Vehicle, Minor Service	-	-	-	-	P	P	-	P	P	-	-	-	5.1.4.V.
Vehicle, Major Service	-	-	-	-	-	S	-	P	S	-	-	-	5.1.4.W.

Section 5.1.4.V. states:

V. Vehicle, Minor Service

1. Characteristics. Establishments which provide minor vehicle services and repair including but not limited to brake adjustments, oil changes, realignments, detailing, mufflers, hoses, belts, and the like.

2. Accessory Uses. Accessory uses may include limited sale of parts or vehicle accessories, towing, associated office, parking, repackaging of goods for on-site sale or use.

3. Examples. Minor vehicle service establishments in which no vehicle dismantling occurs.

4. Use Standards.

- a. No stockpiling of parts or salvaging of vehicle parts.
- b. No storage of wrecked or unregistered vehicles may be permitted on site.
- c. No outdoor speaker system.
- d. All work performed shall be within an enclosed building, however bay doors may be open during hours of operation.
- e. No more than three (3) service bays shall be permitted.
- f. A landscape buffer in conformance with Section 6.2 shall be required along any property line abutting a residentially zoned property.
- g. In addition to service vehicles necessary for the operation of business, only vehicles awaiting repair may be stored on site. No inoperable vehicles may be left on site for more than fifteen (15) days. In special circumstances where this provision would pose undue hardship, the Zoning Administrator may grant an extension for vehicle storage of up to fifteen (15) days.

Text Amendment TA-25-04

There is an Applicant-initiated Text Amendment brought forth by a legal representative for the Chapel Hill Tire business/company. Their interest is in operating one of their businesses in Rolesville in the future, with the specific item of concern being the current Use Stand (4.e.) which prohibits the maximum number of vehicle service bays to three (3). Their amendment would stipulate that no more than 3 service bays could be facing a public right-of-way (ie directly visible by the passing public) but then allowing an unspecified number of vehicle service bays that do not face a public right-of-way (ie face either the sides or rear of the property so long as those perimeters do not face a public right-of-way).

The Planning Board (May 27, 2025) review suggested that the overall number of vehicle bays be capped at a number (8). Staff supports establishing a cap / maximum of the overall number but does not support any particular number, as different properties and different businesses may have unique warrants for their ultimate number of bays. The Board could consider a ratio method of service bays per acre of land, or service bays per square footage of the principal building. It is rational that more bays = more business, which is positive for economic development considerations.

Discussion – Permitted Zoning Uses

1. Identify the aspects of this particular Zoning Principal Use that are viewed as in need of change to fulfill the Town's long-term vision and planning efforts.
2. The Land Development Ordinance (LDO) defines a geography for the **Main Street Corridor**: *between Highway 401 and Young Street and is measured five hundred feet (500') in each direction at any point from the Main Street centerline.*



Memo

To: Mayor Currin and Town Board of Commissioners
From: Michael Elabarger, Interim Planning Director and Meredith Gruber, Senior Planner
Date: Prepared August 14, 2025 for August 19, 2025 Town Board Work Session
Re: Land Development Ordinance (LDO) Zoning Uses / Main Street Corridor

Background

The Town Board of Commissioners has expressed interest in ensuring new development (and redevelopment) land uses along Main Street are inviting, active, walkable, and supportive of a traditional downtown environment. Permitted Principal Uses, excluding Infrastructure Uses, in the General Commercial (GC) Zoning District include the following:

Residential Uses

- Dwelling, Upper Story Unit

Civic Uses

- Assembly/Church
- College/University (Special Use)
- Cultural Facility
- Day Care
- Government Facilities
- Lodge or Private Clubs
- Parks/Public Recreation Facilities
- Preserved Open Space
- Schools (K-12)
- Social Services (Special Use)

Commercial Uses

- Bank
- Bars and Nightclubs
- Breweries and Distilleries
- Commercial Parking
- Carwash
- Eating Establishment
- Event Center
- Funeral Home
- Gas Setation

- Golf Course
- Lodging (Special Use)
- Recreation, Indoor
- Recreation, Outdoor
- Retail Sales and Services, Neighborhood
- Retail Sales and Services, Community
- Retail Sales and Services, Shopping Center
- Tattoo Establishment
- Vape and Tobacco Store
- Vehicle, Rental and Sales
- Vehicle, Minor Service

Office and Medical

- Animal Care
- Dental Facility
- Hospital (Special Use)
- Medical Facility
- Professional Office
- Urgent Care
- Industrial Uses
- Artisanal Manufacturing
- Flex (Special Use)
- Fulfillment Center (Special Use)

Discussion

1. Identify which Principal Uses in the list above are undesirable.
2. The Land Development Ordinance (LDO) defines a geography for the Main Street Corridor: *between Highway 401 and Young Street and is measured five hundred feet (500') in each direction at any point from the Main Street centerline.*

Additional Discussion

The Town Board of Commissioners has also expressed interest in updating development standards along Main Street to support a traditional downtown environment. Traditional downtowns are walkable with wide sidewalks, buildings with zero lot lines, landscaping, reduced or eliminated parking requirements, and possibly public art.



South White Street in Wake Forest

1. Which development standards are you interested in updating to support a traditional downtown environment?
 - Setbacks or build-to-lines
 - Reduced or eliminated parking requirements
 - Enhanced landscaping
 - Incorporation of public art
2. If changes to setbacks or build-to-lines are desired, please note there is a provision in the General Commercial (GC) Zoning District that allows for setback reductions in the Main Street Corridor if two-thirds of street frontage includes buildings and/or community gathering space and a ten foot (10') wide sidewalk is provided along Main Street. Additional choices are made among enhanced landscaping, provision of a one-thousand two hundred square foot (1,200 SF) gathering or green space is provided, and/or the inclusion of public art visible from the right-of-way. This setback reduction option may be retained or eliminated with the addition of setback standards changing to zero feet (0') for front and side yards; what are your thoughts?



Memo

To: Mayor Currin and Rolesville Town Board
From: Mical McFarland, Economic Development Director and Michael Elabarger, Interim Planning Director
Date: August 19, 2025
Re: LDO Section 6.1 Signs

Introduction

Regarding the enforcement of the Town's current sign regulations, Section 6.1 of the Land Development Ordinance (LDO), staff desired to provide an update on existing efforts.

Staff also would like to seek guidance on some items in the code that are sometimes left to be interpreted by Planning staff related to the types and locations of signs.

Recommended Action

N/A. This is a topic for discussion only. If there are any recommendations from the Town Board to amend Section 6.1, staff will bring those amendments back to the Board at a subsequent meeting for review and approval.

Attachments

1. LDO Section 6.1 Signs

6. DEVELOPMENT STANDARDS

6.1. SIGNS

6.1.1. PURPOSE, INTENT, AND APPLICABILITY

A. **Purpose and Intent.** The provisions of this section governs all signs within the town and its ETJ. It is the purpose of this section to promote the public health, safety, and general welfare through reasonable, consistent, content-neutral, and non-discriminatory sign standards. No sign may be constructed, erected, altered, replaced, or modified except in accordance with the requirements of this LDO. The provisions of this section are intended to support aesthetic improvement of the town through diverse sign types and historic preservation, and to protect the general safety of pedestrians and motorists. No portion of this section is intended to violate free speech rights. Any type of sign not expressly permitted or exempted in this LDO is prohibited. This section intends to:

1. Encourage effective use of signs as a means of communication for businesses, organizations, and individuals in the town;
2. Enhance property values and aesthetics of land and structures by promoting high quality designs; and
3. Minimize adverse effects of signs on nearby properties and rights-of-way.

B. **Applicability.** The provisions of this section shall apply to signs erected, affixed, placed, painted, or otherwise established after the effective date of this LDO, unless exempted in accordance with Section 6.1.3: Nonconforming Signs, 6.1.6: Prohibited Signs, or 6.1.7: Exempt Signs.

6.1.2. GENERAL STANDARDS

A. **Location.** Signs authorized by this section are permitted in zoning districts as identified in Table 6.1.2. A sign permit is required for each sign prior to construction, installation or display unless exempted by this section.

Table 6.1.2. Permitted Sign Types By District

PERMITTED SIGN TYPES	KEY: "P" = PERMITTED, "-" = PROHIBITED											
	RL	RM	RH	MH	GC	CH	OP	BT	GI	TC	AC	NC
BUILDING SIGNS												
WALL SIGNS	P	P	P	P	P	P	P	P	P	P	P	P
CANOPY/AWNING	P	P	P	P	P	-	-	-	-	P	P	P
PROJECTING/BLADE	P	P	P	P	P	-	P	P	-	P	P	P
GROUND SIGNS												
MONUMENT	P	P	P	P	P	P	P	P	P	P	P	P
COMMUNITY/SUBDIVISION	P	P	P	P	-	-	-	-	-	-	P	P
PYLON/FREESTANDING	P	P	P	P	P	P	P	P	P	-	-	-
OTHER SIGNS												
SIDEWALK	-	-	-	-	-	-	-	-	-	P	P	-
WINDOW	-	-	-	-	P	P	P	P	-	P	P	P
NOTES												
Multiple family developments may be permitted a wall sign and monument or community sign.												

B. Design Standards.

1. Signs shall be, or appear to be, constructed of stone, masonry, metal, ceramic, glass, plastic, or wood, and shall utilize similar architectural styles and treatments to the primary structure.
2. Fluorescent and/or iridescent colors are understood to be a potential safety risk for motorists and are prohibited.

C. Landscaping. Free-standing signs shall, to the extent practicable, be placed in a landscaped setting appropriate to the size and scale of the sign, and character of the site.

1. In no case shall the planted area be less than fifty (50) square feet, unless restricted by the amount or size of land upon which the sign is situated that is owned or controlled by the applicant.
2. The planted landscape area shall contain materials such as, but not limited to: vegetative ground covers, perennials, shrubs, ornamental trees, and mulch, but excluding paving and artificial plant materials.
3. A sketch plan of the landscaped area with the name, quantity and spacing of plants shall be presented to the Land Development Administrator (LDA) as part of applying for sign permit.

D. Intersection Visibility Triangle.

1. No sign structure may obstruct any cross-visibility area or traffic control device.
2. In the intersection visibility triangle, no ground sign may exceed thirty (30) inches in height above the established grade of the street property line, unless the sign is setback a minimum of five (5) feet from the street right-of-way.

E. Illumination. Permanent signs may be illuminated by internal or external illumination and comply with the following standards:

1. **External Illumination.**
 - a. Only stationary and shielded light sources directed solely onto the sign

are permitted.

- b. External illumination shall not shine directly on rights-of-way or residential uses.
- c. Flashing and intermittent lights are prohibited. Window signs, interior tube lighting along windows, or signs within an establishment below four (4) square feet are excluded from this requirement.
- d. Spotlights for grand openings or permitted temporary uses may be used upon approval by the LDA.

2. Internal Illumination.

- a. Only illumination with a designation of “white” or “daylite” shall be emitted.
- b. Poles and other supporting structures shall not be internally illuminated.

- 3. Notwithstanding the foregoing, outline or strip lighting and neon tube on the exterior of structures are not permitted.
- 4. Illumination in signs may not impair the vision of motor vehicle drivers.
- 5. Signs shall not exceed 0.2 footcandles at the property line.

F. Changeable Copy. Changeable copy on monument and wall signs is permitted per the following standards:

- 1. Up to fifty (50) percent of the maximum area of the monument and wall signs may be used for changeable copy.
- 2. Video, animated, scrolling or moving changeable electronic variable messages are not permitted. This provision shall not restrict the copy from changing from one message to another.
- 3. Message must remain static for at least ten (10) seconds.
- 4. Changeable copy signs are also understood to include prices of goods and services provided on premises.

G. Construction. All signs must be erected in compliance with building, electrical, and fire codes, and with the following requirements as applicable:

- 1. Supports and braces shall be designed as an integral part of the sign structure and be hidden from public view to the extent technically feasible.
- 2. Audio components are prohibited as part of any sign with the exception of drive-through menu signs.

- H. **Maintenance.** All signs must be maintained to be safe and present a neat, clean appearance. Signs shall be maintained in their approved state.
- I. **Total Number of Signs.** A total of three (3) signs may be permitted per business.
- J. **Master Signage Plan.**
1. Master sign plans intend to allow an orderly process to provide for signs which are integrated and contextually designed to enhance the buildings and site which they occupy.
 2. Master sign plans are required for all multi-tenant complexes, in any district, excluding residential apartments.
 3. The master signage plan shall specify:
 - a. Number of signs;
 - b. General location of signs for freestanding signs and building signs;
 - c. Types of signs;
 - d. Material components of proposed sign structures and sign surfaces;
 - e. Height and size of signs using the standards defined in this section;
 - f. Style and color of proposed signs, including illustrations of style and color pallet for all signs;
 - g. Accessory/ornamental structures or fences/walls in which a sign may be placed (if applicable); and
 - h. Typical landscaping for freestanding signs.
- K. **Public Rights-of-Way.** Signs are prohibited within any public right-of-way except where the North Carolina Department of Transportation or the Board of Commissioners has granted, in writing, such encroachment pursuant to its regular procedures for reviewing and approving encroachments within public rights-of-way. No signs, other than the exempted signs below, may be placed in the rights-of-way:
1. Regulatory signage erected by the Town of Rolesville;
 2. Traffic control signs;

3. Signage erected by NCDOT; and
 4. At work signs or emergency signage erected by a governmental agency, utility or contractor performing permitted work.
- L. **Drive-Through Signs.** For each parcel with a lawful, permitted use that utilizes a drive-through lane, a maximum three (3) drive-through menu signs shall be allowed for each drive-through lane.
1. Each allowed drive-through sign may be either a freestanding monument sign or an attached sign and shall not exceed forty (40) square feet in sign area and ten (10) feet in height.
 2. Drive-through signs shall be in addition to the freestanding and attached signage otherwise allowed pursuant to the other provisions of this section.
 3. Drive-through signs shall require a permit.
- M. **Audio.** Audio components or speakers are prohibited as part of any sign, except drive-through signs, consistent with Section 6.1.6: Prohibited Signs.
- N. **Temporary Signs.** The following temporary signs are permitted in addition to any allowed sign above and such temporary sign requires a sign permit.
1. Street banners. The Town Manager or his/her designee may issue a permit for the placement of a street banner in conjunction with a special event permit approved by the Board of Commissioners. The lowermost portion of the street banner shall not extend below 15 feet above the grade of the right-of-way. Street banners shall be limited in size 110 square feet per face. The applicant shall provide proof of coordination with the owner(s) of the pole(s) to which the banner will be attached and shall accept any and all liability associated with the street banner and its means of attachment. Street banners are to be maintained in connection with an approved special event. As such, a street banner may be hung no more than 15 days prior to the event and shall be removed no later than 72 hours following the conclusion of the event. Such street banner is subject to an encroachment agreement or other license from the governmental authority having control of such right-of-way.
 2. Construction site identification signs. Naming the project, developer,

contractors, and others connected with the construction, sale or lease of structures, and related information, are permitted. Not more than one such sign may be erected per site, and it may not exceed 32 square feet in area or six feet in height. Permits for such signs shall be limited to 18 months, with an 18-month permit renewable option. Permits for such signs shall be limited to a maximum of three years which includes the original permit time provided:

- a. Such signs are not erected prior to development permit approval of the project identified;
 - b. That such permit has not expired and;
 - c. The signs are maintained in good condition and appearance as determined by the Planning Director.
 - d. Any such sign shall be removed within ten days after the issuance of the final occupancy permit or where a site, development permit approval has expired. A one-year permit renewal beyond the three-year maximum time period may be granted only in limited instances if the Planning Director finds conditions such as extreme financial hardships, changes in project ownership status, or similar issues are preventing the sale or completion of the project.
3. Special events signs. Signs or banners advertising special events must be on private property and shall not be permitted within public rights-of-way. Permits for such banners or signs shall be limited to 30 days and no more than three times each year. Any such banner or sign shall be removed within ten days after the event was advertised, and it shall not exceed 32 square feet in area or six feet in height.
4. Temporary Directional Signs. A temporary directional sign, provided to direct vehicular or pedestrian traffic to a location on premise or off-premise shall be permitted in any zoning district in accordance with the following standards:
 - a. Sign Surface Area. A temporary directional sign shall not exceed six square feet.

- b. **Setback.** In compliance with this Article, no sign shall be located in a public right-of-way. Further, temporary directional sign shall be located a minimum of five feet from the back of a sidewalk, or ten feet from the edge of pavement or back of curb where no sidewalk exists and shall not interfere with clear sight triangles at driveways or intersections.
- c. **Maximum Height.** The maximum height of a temporary directional sign shall be 42 inches.
- d. **Duration of Display.** Temporary directional sign shall be permitted from 5:00 p.m. on Friday through 9:00 a.m. on the following Monday. Where a sign is not erected in compliance with these provisions, such sign(s) is subject to forfeiture to the Town. The Town is not responsible for loss or damage to such signs.
- e. **Anchoring.** A temporary directional sign shall be temporarily secured to prevent such sign from creating a hazard due to high winds or storms. It is the responsibility of the sign owner to secure such sign.
- f. **Maximum Quantity.** No more than six temporary directional sign shall be permitted at any time.
- g. **Prohibited Use.** Use of appurtenances with temporary directional sign is prohibited.
- h. **Permit expiration.** Permits for such temporary directional sign shall be issued up to maximum of 12 months and shall expire on December 31 of each year. Permits for such signs shall be subject to an annual renewal beginning January 1 of each year as a new permit.
- i. **Sign Location.** The provisions of this section shall only apply along the major streets or road maintained by the NC Department of Transportation and Town maintained, Granite Falls Blvd. All other areas not along these listed streets shall be subject to the following:
 - i. **Sign Surface Area.** A temporary directional sign shall not exceed six square feet.

- ii. **Setback.** In compliance with this Article, sign may be located in a public right-of-way of any Town maintain street. Further, temporary directional sign shall be located a minimum of three feet from the back of any sidewalk, or from the edge of pavement or back of curb where no sidewalk exists and shall not interfere with clear sight triangles at driveways or intersections.
 - iii. **Maximum Height.** The maximum height of a temporary directional sign shall be 42 inches.
 - iv. **Prohibited Use.** Use of appurtenances with temporary directional sign is prohibited.
5. The application for a permit under the above noted sections and the enjoyment of the rights to display signage pursuant to this section constitute an authorization by the owner of the sign that the Town may remove and destroy the sign if the owner fails to remove the sign within ten days of the expiration of the last permit issued for the sign. If the sign is located on private property, the application for the permit for the sign and the enjoyment of the right to display such signage constitutes authorization for the Town to enter upon such private property to remove the sign pursuant to the above noted sections.

O. Free-Standing Signs.

- 1. Free-standing signs shall be securely fastened to the ground so that there is virtually no danger that the sign may be moved by wind or other forces of nature and cause injury to persons or property.
- 2. All applications for a free-standing sign permit shall be accompanied by an engineer's sealed footing drawing and calculations testifying to the ability of the sign to withstand one-hundred (100) mile-per-hour winds.
- 3. No freestanding sign (temporary or permanent) shall encroach into any right-of-way, except as permitted by an encroachment agreement or other license executed by the governmental authority having control of such right-of-way.
- 4. Applicants shall provide the town with evidence of such encroachment agreement or license prior to issuance of any permit. Signs erected in violation of

this section are subject to removal by the governmental authority having control of such right-of-way.

5. Poles and other supporting structures shall not be internally illuminated.
6. Free-standing signs shall include the street address number of the site.

P. **Painted Art and Murals.** Murals and painted art shall comply with the following standards:

1. Painted art or printed murals are not considered signage so long it does not incorporate a tradename, trademark, or name of the establishment in the art.
2. If painted art or printed murals contain tradenames, trademarks, or the name of the establishment in the art, it shall be considered a sign and shall meet the standards of this section and require a sign permit and/or site plan approval.
3. All painted art and murals, regardless of whether or not they are considered a sign, shall be regularly maintained, cleaned, and refurbished so the art or mural remains visible and consistent with its approved design.

6.1.3. NONCONFORMING SIGNS

- A. **Nonconforming Signs.** Nonconforming signs may not be altered or moved except as otherwise permitted by this section.
1. Normal maintenance of nonconforming signs, including repainting or replacing of the sign face shall not be considered an alteration.
 2. Changes to the sign structure shall constitute an alteration of the nonconforming sign.
 3. Any nonconforming sign structure which is moved or altered must be brought up to the standards of this section.

6.1.4. CALCULATING SIGN AREA AND SIGN HEIGHT

- A. **Calculating Sign Area.** The area of a sign shall include all lettering, wording, designs, and symbols, together with the background, whether open or enclosed, on which they are displayed. The supporting structure or bracing of a sign shall be omitted in measuring the area of the sign unless such structure or bracing is made part of the message or face of the sign. Calculating sign area shall comply with the following standards below:

1. Where a sign consists of individual letters, words or symbols attached to a building, canopy, awning or wall and all such elements are located in the same plane, the sign area shall be the area of the smallest rectangle which completely encompasses all such letters, words or symbols and any accompanying background of a color different than the natural color of the wall. Where such sign includes multiple words, each word located in the same plane shall be computed separately.
2. Channel letter signs, mounted logos, and similar devices are treated differently than signs in cabinets. The wall area between multiple elements does not count as sign area.
3. The area for a sign with more than one face shall be computed by adding together the area of all sign faces, except where the angle at which the two sign faces are placed does not exceed sixty (60) degrees.
4. It is presumed that where sign faces are placed less than sixty (60) degrees apart, both faces are not readable from any one point.
5. The entire surface area of a multitenant sign that depicts the names of the individual tenants shall count toward the total aggregate area of the sign.

Figure 6.1.4.1. Sign Area

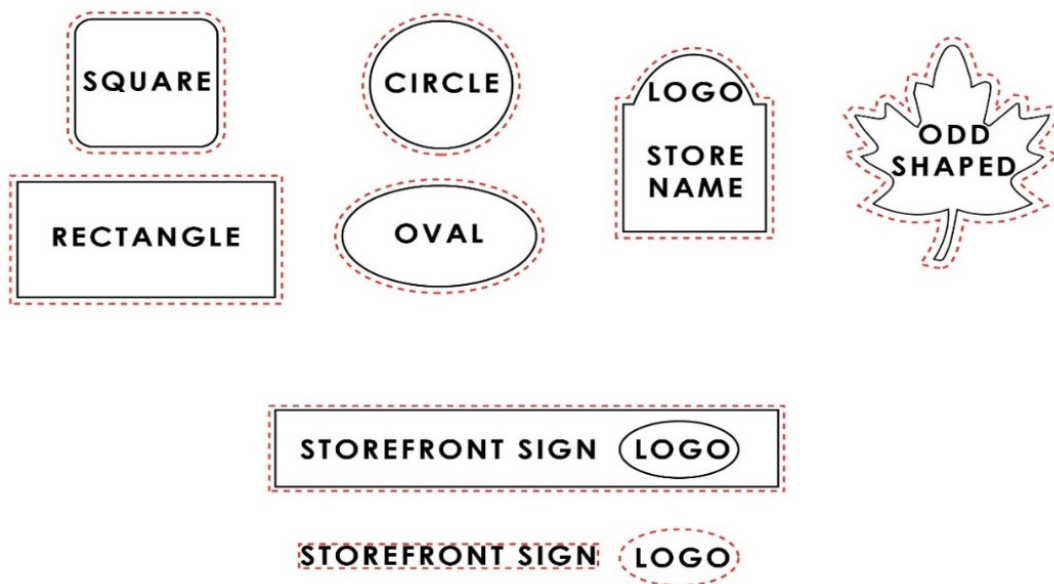
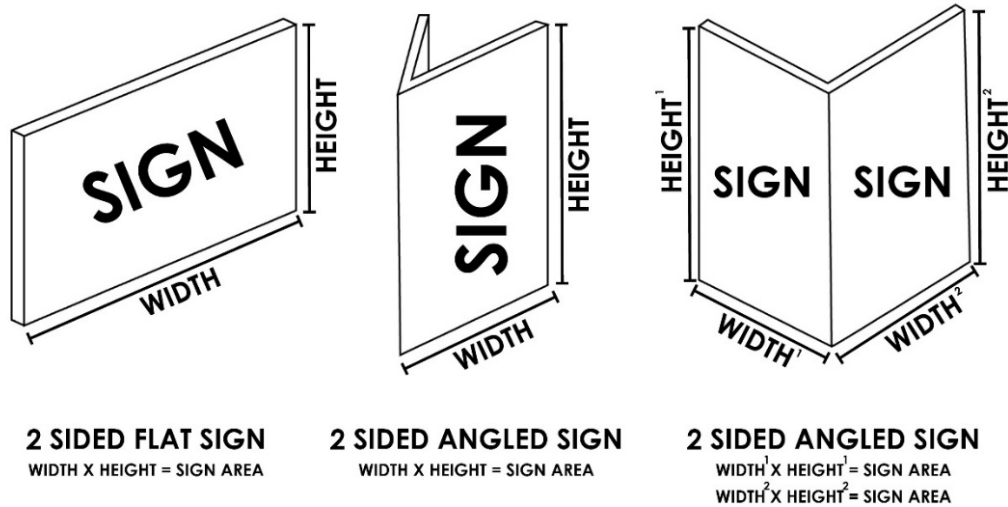


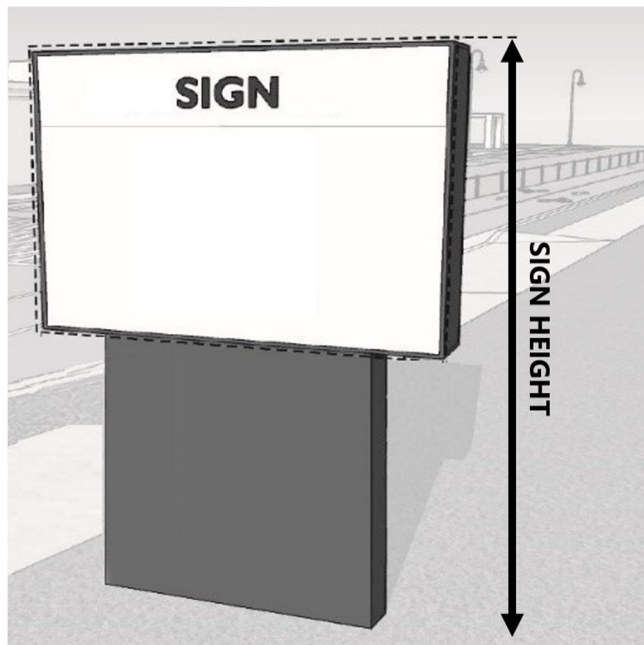
Figure 6.1.4.2. Multiple Faces On A Sign



B. Sign Height and Clearance.

1. Sign height shall be measured as the vertical distance from the base of a sign (or sign structure) to the highest point of the sign (or sign structure).
2. Sign clearance for signs attached to a structure shall be measured vertically from the sidewalk level to the lowest point of the sign.

Figure 6.1.4.3. Height



C. **Building Signs.** Building signs include wall, window, canopy/awning, and projecting/blade signs. For the purposes of this section, the maximum area of all building signs (combined sign sizes/areas) shall not exceed the standards below. Additional specific provisions may be required for each sign type in Section 6.1.5: Permitted Signs.

1. **Residential Districts.** All permitted building signs in residential districts shall not exceed the standards below:

- a. Building signs for permitted uses in residential districts shall not exceed twenty-four (24) square feet in sign area.
- b. No building sign may project more than eighteen (18) inches from the building wall.
- c. No building sign may project above a roofline (except parapet walls).
- d. A building sign may extend down from a roof or porch or walkway overhang not more than eighteen (18) inches provided that a minimum clearance of seven (7) feet between the bottom of the sign and walking surface is maintained.

2. **Non-Residential Districts.** All permitted building signs in non-residential districts shall not exceed the standards in Table 6.1.4 and Section 6.1.5: Permitted Signs.

Table 6.1.4. Non-Residential Building Sign

Length of Building or Tenant Space (Requires Public Entrance)	Sign Area Per Building/Tenant Frontage
Up to 100 linear feet of building frontage (single use or multitenant)	2 square feet per linear foot per tenant not to exceed 200 linear feet in total
101 to 200 more linear feet of building frontage (single use or multitenant)	1 square feet per linear foot per tenant not to exceed 200 square feet total
For freestanding single tenant buildings in excess of 50,000 square feet	1 square feet per linear foot or 500 square feet, whichever is less

D. Free-Standing Signs.**1. Residential Districts.**

- a. Free-standing signs shall be limited to eight (8) square feet on residential single-family lots and a maximum thirty-two (32) square feet on all other lots.
- b. Free-standing signs shall be limited to a maximum of four (4) feet in height.
- c. Community/subdivision signs are excluded from this standard and shall comply with the standards of Section 6.1.5.B.5: Community/Subdivision Signs.

2. Non-Residential Districts

- a. Free-standing signs, including monument, community signs/subdivision, and pole signs shall be provided for, including calculations, as identified within each of the respective sign types in Section 6.1.5: Permitted Signs.
- b. Maximum Height. Free-standing signs shall be limited to a maximum as per the standards in Section 6.1.5: Permitted Signs.

6.1.5. PERMITTED SIGNS**A. Permitted Signs.** Permitted signs are defined in Section 6.1.5.B below.

- 1. Sign type definitions include graphic illustrations for permitted signs. Description, locational standards, size standards, and any other requirements are provided for each sign type.
- 2. All permitted sign types require a permit unless expressly stated otherwise in these standards.


B. Permitted Sign Types.

1. Wall Sign



Description	An on-premise sign attached directly to a building wall above the entrance, limited to one per façade, per building tenant. A wall sign may include murals conveying the name of a business or a commercial message. A sign permit is required.
Location	Directly above entrance, located on the supporting building wall.
Standards	<p>A maximum 3 complimenting colors may be permitted per wall sign.</p> <p>May not extend above any parapet wall.</p> <p>May not project more than 18" from the building face.</p> <p>Wall signs shall be uniform vertical and horizontal positions on storefront.</p> <p>Sign materials shall be of similar style; compliment building façade material.</p>

2. Canopy/Awning Sign

	
Description	A canopy/awning attached to and extending from the building with attached signage. A sign permit is required.
Location	Canopy/awning signs shall have a minimum clearance of 10' from the surface below and a maximum height of 4' above the clearance.
Standards	<p>Signs may not extend outside the overall length or width of a canopy/awning or extend above the height of the building wall to which the canopy/awning is attached.</p> <p>Sign materials shall be of similar style and compliment building facade material.</p> <p>Only awnings on the ground story may contain signs.</p>

3. Projecting/Blade Sign



Description	<p>A sign attached directly to a supporting building wall and intersecting the building wall at a right angle.</p> <p>A projecting sign typically extends more than one foot from the building wall. The sign may be flat or three dimensional. A sign permit is required.</p>
Location	1 sign per tenant, maximum.
Standards	<p>No projecting sign is allowed to extend above the roof line or the parapet wall.</p> <p>Buildings with 2 or more stories may not have a projecting sign located higher than the second story or 24', whichever is less.</p>

4. Monument Sign



Description	A freestanding ground sign with a supporting structure with columns on the ends of the sign. A sign permit is required.
Size	<p>Sign Width: Maximum 25', excluding support structures, columns or decorative features without a sign face.</p> <p>Sign Height: Maximum 12', including support structures, columns or other features including sign face. A development over 100,000 square feet may be permitted a maximum 15' in height sign as part of a site plan.</p> <p>Sign Area: For projects/developments up to 5 acres, a maximum 50 square feet (single tenant) and 100 square feet (multi-tenant). For Projects/developments 5 acres or greater, a maximum 100 square feet (single tenant) and 200 square feet (multi-tenant).</p>
Location	<p>Projects/developments up to 5 acres: 1 primary sign and 1 secondary sign.</p> <p>Projects/developments 5 acres or greater: 1 primary sign and 1 secondary sign per driveway/location from the public roadway, up to 3 secondary signs maximum (total).</p> <p>All monument signs shall be located a minimum of 10' from the road/right-of-way and located outside of the visibility triangle.</p>

5. Community/Subdivision Sign



Description	A freestanding ground sign identifying entry to a mixed-use district, neighborhood, or a residential subdivision. A sign permit is required.
Size	<p>Sign Width: Maximum 25', excluding support structures, columns or decorative features without a sign face.</p> <p>Sign Height: Maximum 10', including support structures, columns or other features including sign face.</p> <p>Sign Area: For projects/developments up to 5 acres, a maximum 50 square feet (single tenant) and 100 square feet (multi-tenant). For Projects/developments 5 acres or greater, a maximum 100 square feet (single tenant) and 200 square feet (multi-tenant).</p>
Location	<p>2 signs per entrance, maximum.</p> <p>Approval for any right-of-way encroachment required by the owner of the right-of-way, consistent with Section 6.1.2.K.</p>
Standards	Identifying signs may be placed on a subdivision wall or fence provided that no part of the wall or fence exceeds 6' in height.

6. Pylon/Freestanding Sign



Description	A freestanding sign erected on a supporting base (pole), not attached, supported or suspended to or from any building or structure. A sign permit is required.
Size	Sign Area: Maximum 100 square feet per side. Sign Height: Maximum 12'.
Location	1 sign per street frontage, 2 maximum.
Standards	All sign braces or uprights shall be self-supporting structures permanently attached to concrete foundations in or upon the ground. No portion of a pylon sign shall encroach into a public right-of-way, drive aisle, parking space or walkway.

7. Sidewalk/A-Frame Sign



Description	A sidewalk sign (also commonly referred to as a sandwich board or A-Frame) allows for the display of a message on the sidewalk. Each business is limited to one sidewalk sign, located only in front of the entrance. A sign permit is not required.
Size	Sign Text Area: Maximum 8 square feet per side Sign Width: Maximum 2' Sign Height: Maximum 4'
Location	Each business is limited to one sidewalk sign, located only in front of the building entrance. A sidewalk sign may not be placed so as to obstruct the normal flow of pedestrian traffic.

8. Window Sign



Description	A sign attached flat, but parallel, to the inside of a window, or within 12" of the inside of the window. A sign permit is not required.
Size	Sign Area: Maximum 30% of all windows may be covered by a window sign.
Location	Window signs may only be placed on first floor windows of buildings with street frontage.

6.1.6. PROHIBITED SIGNS

A. **Types of Prohibited Signs.** The following signs and sign-types are prohibited within the town and shall not be erected. Any lawfully existing permanent sign or sign-type that is among the prohibited signs and sign-types listed below shall be deemed a nonconforming sign subject to the provisions of Section 6.1.3: Nonconforming Signs.

1. Signs prohibited by federal or state law.
2. Signs that emit sound (except for drive-through signs), vapor, smoke, odor, particles, or gaseous matter.
3. Revolving signs, flashing signs, inflatable signs, and wind signs.
4. Portable signs, except for human held signs which are exempt from this section.
5. Roof signs.
6. Any sign located on real property without the permission of the property owner.
7. Billboards or off-site advertising signs, defined as a sign on a lot without a building or structure on it. Existing billboard or off-site advertising signs are recognized as nonconforming.
8. Signs within landscaped areas.
9. Pole and/or pylon signs.
10. Off-premise signs that advertises goods provided on a different lot, tract, or site from where the sign is located. This provision shall not apply to neighborhood/subdivision signs. Billboards and outdoor advertising are not permitted but may continue as a nonconforming use and in accordance with Sections 136-126 through 136-140.1 of the North Carolina General Statutes (Outdoor Advertising Control Act).

6.1.7. EXEMPT SIGNS

A. **Types of Exempt Signs.** The following signs are permitted and may be erected in any zoning district, unless otherwise provided, without securing a permit, subject to meeting all requirements of this LDO:

1. Signs required by federal, state, or local laws, ordinances, codes, or regulations.
2. Street address signs.
3. Professional nameplates not exceeding six (6) square feet in area.
4. Identification signs at the entrance of the property limited to three (3) square feet in area.

5. Signs inside a building or structure or located on property such that they are not visible from a public rights-of-way.
 6. On-site directional signs not exceeding three (3) square feet in sign area and 3' in height.
 7. On-site parking space signs not exceeding one (1) square foot of sign face per sign. One (1) such sign shall be allowed for each parking space on the property.
 8. Government signs located in public right-of-way.
 9. Flagpoles and flags. Flagpoles shall not exceed twenty-five (25) feet in height in residential districts, thirty-five (35) feet in nonresidential districts.
 10. Attention flags. A maximum of one (1), ten (10) square feet flag, per thirty (30) feet of frontage, shall be permitted on each parcel.
 11. Signage on fence wraps affixed to perimeter fencing at a construction site that are exempt pursuant to N.C. Gen. Stat. § 160D-907.
 12. Signs, lights, figurines, and decorations that are temporarily displayed for a maximum of sixty (60) days at a time, three (3) times a year. Maximum four (4) square feet for any sign.
 13. Additional exemptions for residential uses:
 - a. Up to twelve (12) square feet of signage placed in a window or in a yard.
 - b. In addition to signs permitted in a., an additional twelve (12) square feet of signage may be placed in a window or in a yard:
 - i. Beginning forty-five (45) days before, and ending five (5) days after, a federal, state, or local government election;
 - ii. While the property where the sign is located is offered for sale or rent; or
 - iii. Beginning two (2) days before, and ending one (1) day after, an otherwise permitted garage or yard sale.
 14. Human held signs that do not obstruct the flow of vehicular or pedestrian traffic.
 15. Graphics and lettering painted on or attached to vending machines, gas pumps, mailboxes, ice containers, or similar dispensing devices.
- B. Standards for Exempt Signs.** Except for government signs, exempt signs may not be closer than five (5) feet front the front lot line. No sign may be closer than five (5) feet from any driveway, curb, or edge of pavement. Signs which become visibly damaged must be removed.

Financial Update

For month ending July 31, 2025



General Fund

The General Fund budget is established by the annual budget ordinance. These appropriations expire on June 30 of each year.

Revenues

	FY24-25 Estimate*	FY25-26 Budget	FY25-26 YTD	YTD %		Percent Received
Ad Valorem	9,177,958	9,570,000	138,449	1%	Ad Valorem	0%
Ad Valorem DMV	800,705	820,000	-	0%	Ad Valorem DMV	0%
Local Opt Sales Tax	3,292,705	3,615,000	-	0%	Local Opt Sales Tax	0%
Solid Waste Fees	1,123,622	1,237,100	16,914	1%	Solid Waste Fees	0%
Utility Sales Tax	554,084	670,000	-	0%	Utility Sales Tax	0%
Fund Balance	-	1,375,000	-	0%	Fund Balance	0%
Other Revenue	2,762,061	4,814,240	1,606,900	33%	Other Revenue	33%
Total	17,711,136	22,101,340	1,762,263	8%		

Expenditures

	FY24-25 Estimate*	FY25-26 Budget	FY25-26 YTD	YTD %		Percent Spent
Governing Board	179,372	236,330	9,443	4%	Governing Board	4%
Administration	1,035,601	1,177,830	49,280	4%	Administration	4%
Finance	758,107	841,640	85,852	10%	Finance	10%
Human Resources	344,630	342,010	7,261	2%	Human Resources	2%
Special Approp	1,890,468	5,906,190	-	0%	Special Approp	0%
Planning	1,313,211	1,264,450	49,212	4%	Planning	4%
Com/Econ Dev	199,205	271,770	19,863	7%	Com/Econ Dev	7%
Engineering		485,800	13,683.64	3%	Engineering	3%
Police	4,291,647	4,459,600	273,893	6%	Police	6%
Fire	1,395,946	2,741,550	172,942	6%	Fire	6%
Public Works	1,093,696	1,182,390	54,667	5%	Public Works	5%
Powell Bill	16,325	1,050,000	3,900	0%	Powell Bill	0%
Solid Waste	1,531,717	1,223,000	245,551	20%	Solid Waste	20%
Parks & Rec	1,270,943	1,368,780	99,986	7%	Parks & Rec	7%
Total	15,320,867	22,551,340	1,085,533	5%		
Fund Balance Change	2,390,269		676,730			

GENERAL FUND NOTES

- Overall, the General Fund is performing as expected. Some revenues have up to a 3-month lag in receipt.
- Department expenditures are generally within expected levels.
- Solid Waste is higher than the benchmark due to acquisition of the new yard waste compactor truck early in the year.

Administrative Budget Transfers

The governing board has authorized the Town Manager to approve transfers up to \$50,000. The transfers below occurred during this reporting period.

Date	FROM: Department / Line-Item	TO: Department / Line-Item	Amount	Explanation
7/15/25	S Waste / Waste Disposal Fees	S Waste / Vehicles	\$10,000	compactor truck

* FY24-25 figures are preliminary, based upon cash basis of accounting, all year-end entries are not reflected

Financial Update

For month ending July 31, 2025



Capital Funds

Capital budgets are typically established by a project ordinance, and the budget appropriation is valid for the life of the project.

Capital Projects Fund (Current Fiscal Year)

	FY24-25 Estimate*	FY25-26 Budget**	FY25-26 YTD	FY25-26 YTD %
Revenues				
Streets-related	1,278,195		84,136	
Parks-related	1,384,922		103,180	
Fund Balance Approp				
All Other Revenues	58,543	1,242,000	4,995	0%
Transfer In	1,285,000	1,309,500		0%
Total	4,006,661	2,551,500	192,312	8%

Expenditures

Streets & Sidewalks	293,188			
Parks & Greenways	1,491,434	281,500		0%
General	601,633	2,270,000	44,260	2%
Transfer Out	-			
Total	2,386,255	2,551,500	44,260	2%
<i>Fund Balance Change</i>	<i>1,620,406</i>		<i>148,052</i>	

LAPP Grants Fund (Current Fiscal Year)

	FY24-25 Estimate*	FY25-26 Budget**	FY25-26 YTD	FY25-26 YTD %
Revenues				
All Other Revenues	227,189		18,731	
Grants - Federal	1,914,651		615,325	
Transfer In (LAPP)	-			
Reimbursements	-			
Transfer In (Wallbr)	-			
Grants - State	316,859			
Transfer In (ADA)	-			
Total	2,458,699	-	634,057	

Expenditures

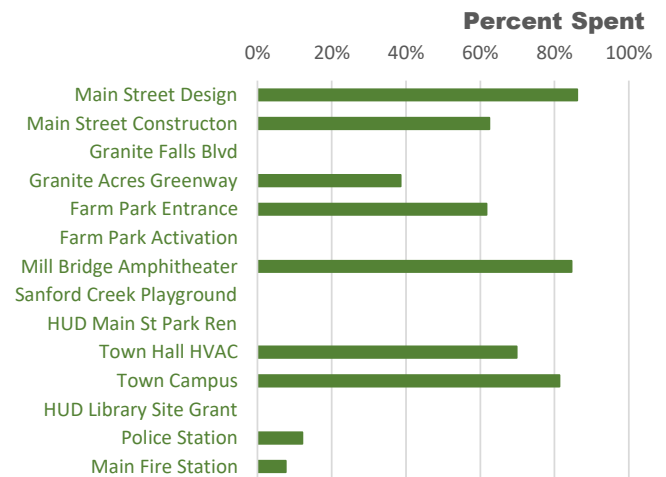
LAPP Project	3,670,295			
Wallbrook	328,949			
ADA Curb Ramps	188,602			
Total	4,187,845	-	-	
<i>Fund Balance Change</i>	<i>(1,729,147)</i>		<i>634,057</i>	

Utility Projects Fund (Current Fiscal Year)

	FY24-25 Estimate*	FY25-26 Budget	FY25-26 YTD	FY25-26 YTD %
Revenues	92,916	-	7,493	
Expenditures	-	-	-	
<i>Fund Balance Change</i>	<i>92,916</i>	<i>-</i>	<i>7,493</i>	<i>-</i>

Project Ordinances (Multiple Fiscal Years)

Project	Budget	Project to Date Actual	% Spent
Main Street Design	2,873,994	2,475,817	86%
Main Street Constructon	23,403,339	14,610,737	62%
Granite Falls Blvd	200,000	-	0%
Granite Acres Greenway	323,500	124,803	39%
Farm Park Entrance	1,550,000	955,877	62%
Farm Park Activation	460,000	-	0%
Mill Bridge Amphitheater	470,000	397,531	85%
Sanford Creek Playground	52,000	-	0%
HUD Main St Park Ren	406,000	-	0%
Town Hall HVAC	80,000	55,825	70%
Town Campus	2,652,000	2,156,827	81%
HUD Library Site Grant	325,000	-	0%
Police Station	1,120,000	135,206	12%
Main Fire Station	1,350,000	103,500	8%



Cash & Investments

By Fund

General Fund	16,993,110
Capital Projects Fund	10,873,056
LAPP Grants Fund	5,771,920
Utility Projects Fund	2,099,956
Total	35,738,043

By Type

Checking	1,032,771
Investment	34,705,272
Total	35,738,043

* FY24-25 figures are preliminary, based upon cash basis of accounting, all year-end entries are not reflected

** FY25-26 Budget does not yet include existing budget associated with ongoing multi-year projects