

## HUMAN AFFAIRS COMMITTEE

April 18, 2022

A meeting of the Human Affairs Committee was held Monday, April 18, 2022, at 7:00 p.m. in the Aldermanic Chamber and via Zoom teleconference which meeting link can be found on the agenda and on the city's website.

Let's start the meeting by taking a roll call attendance. If you are participating by Zoom, please state whether there is anyone in the room with you during this meeting and your reason for not participating in person, which is required under the Right-To-Know Law.

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### ROLL CALL

The roll call was taken with 5 members of the Board of Aldermen present: Alderwoman-at-Large Shoshanna Kelly, Vice-Chairman, Alderman-at-Large Melbourne Moran, Jr., Alderwoman-at-Large Gloria Timmons, Alderman Patricia Klee, and Chairman Thomas Lopez.

Also in Attendance:     Alderman-at-Large Lori Wilshire  
                              Alderman Derek Thibeault (via Zoom)  
                              Bobbie Bagley, Director Department of Public Health and Community Services (via Zoom)  
                              Deb Chisholm, Interim Urban Programs Manager  
                              Matt Sullivan, Community Development Director

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### SECOND PUBLIC HEARING

#### **DRAFT ACTION PLAN FY2023 ANNUAL ACTION PLAN FOR THE CDBG AND HOME PROGRAMS**

Chairman Lopez

Miss Chisholm do you want to come up and make a quick summary or Director Sullivan to introduce a second here?

Deb Chisholm, Interim Urban Programs Manager

Hi, good evening. Deb Chisholm, Interim Urban Programs Department Manager. This evening we're having our second public hearing regarding Community Development Block Grant Funding and HOME Funds. I will tell you just as a quick summary, this is very typical program that we run through Urban Programs. The CDBG funds are primarily focused on non-profits that apply every year. Municipal projects are also included in that and we also get HOME Funds during that same allotment period from the Department of Housing and Urban Development. We use the funds for owner occupied and rental housing rehab. A very successful program. Millions of dollars are spent every year in making some really great improvements. I will tell you we do not currently have the allocations from HUD at this point which it makes things a little more challenging. At the end of the day what we need to have is an action plan submitted to HUD on how we intend to spend the money, but we can't complete the action plan until we know how much money we have to spend. So it's a little dog chasing its tail going on.

In the interim, I've created a spreadsheet which I sent to you that essentially works off of the funding amount we had received last year just as a starting point. The numbers that you see in that spreadsheet are either typical of what we used in the past or they are the actual application requests that we received from the non-profits through the application process. So my assumption is that there may be some non-profits who are both here in attendance and on Zoom as well to speak to their projects and provide answers to any questions that you folks might have.

Chairman Lopez

We would be able to include the communications that you had to the minutes of either this hearing or the meeting, I think?

Deb Chisholm, Interim Urban Programs Manager

Absolutely.

Chairman Lopez

Okay. Awesome. Just for the members of the public who are keeping score and want to look up more, this is for R-22-025. If you go to the City's website under "Government", I believe you'll be able to see this under "pending ordinances". Does anybody in the Committee have questions for Miss Chisholm?

Alderman Klee

Thank you, Mr. Chairman. Just one quick question. I know you said that we don't have the funds yet, but then you said we have to give them a report without having the funds. What is date that we have to give them the report and what is the date that we hope or expect to see the actual numbers?

Deb Chisholm, Interim Urban Programs Manager

I cannot give you any input on when we expect to see the numbers. I can tell you soon, but that means nothing. I don't know when we're going to see the numbers. Typically what has happened in the past is that we've been required to submit our annual action plan by May 15<sup>th</sup>. So I've been working diligently to try to keep us on track with that. Very recently I received word from HUD that they are allowing recipients to push their action plan submittals off and can submit the action plan within 60 days of receiving the allocation. So that is new. I can send you a revised schedule which I had sent you in the past, but now is somewhat revised and we can talk either here at the meeting or later about how we want the rest of this to sort of play out so that we can make the timing work at the end.

Alderman Klee

Mr. Chairman I'll wait for the end of the meeting. Thank you.

Chairman Lopez

Just to reflect so I understand what I just heard, HUD is not giving us our final amounts. We don't want to not make a plan for what we think the amounts will be because we have the non-profits and organizations that are hoping to make plans around this and would need a firm answer. So we are trying to be proactive in being ready as soon possible knowing that HUD hasn't given us numbers yet. HUD did give us a little more leeway but in terms of best practice planning being able to complete our plan as early as possible and address any changes that have to be made makes more sense than not making a plan until HUD gets around to doing one.

Deb Chisholm, Interim Urban Programs Manager

You said it perfectly. Great!

Chairman Lopez

Awesome. I appreciate it. So if there are no other questions from members of the Committee, then we will take testimony in favor of the draft action plan. So any non-profits that want to come forward to speak testimony in favor, you're definitely invited to do so. When you do come up to the mic, make sure you give your name and address. We have a transcriber that listens to these and we want to make sure they can identify you.

#### TESTIMONY IN FAVOR

Ashley Fudala

Good evening. Thank you for the opportunity to speak to our grant application. My name is Ashley Fudala. I'm the Senior Director of Special Projects & Community Partnerships at the Boys & Girls Club of Greater Nashua. I'm in charge of all the facilities projects and maintenance of our club located at One Positive Place in Nashua, NH. If received, CDBG Funds will be used to replace a section of our clubs main sewer line that is currently broken by tree roots.

For those of you unfamiliar with the Boys & Girls Club, our building is a 50,000 square foot facility located near Ledge Street School. Our mission is to enable all youth, especially those who need us most, to reach their full potential as productive, caring, responsible citizens. We achieve this mission by providing hot meals, youth development programming, social emotional support and mentorship, academic support, transportation and prevention programming to youth in Nashua. Our programs are available to youth for an annual fee of just \$35.00 and scholarships are provided to any child who demonstrates need. Currently 66% of the children we serve come from moderate to low income families. Our club is open for this after school youth development programming from 2:00 p.m. to 8:00 p.m. every day during the school week.

Recently we opened our doors to youth during the day through a partnership with the Nashua School District and the Youth Council called "Project Succeed" in which any middle and high school student facing out of school suspension or who is at risk of expulsion is sent to our club during the day instead of their homes. We provide academic support to catch students up on school work, a hot breakfast and lunch, youth development programming, and social emotional counseling to find and solve any emotional needs they may have. In addition to our own programs, the club is used by a wide variety of community groups to include seven swim teams or swim programs, Night Hawks basketball program, Spartan's Drum & Bugle Corps., and other community groups. We view our facility as a community center and actively seek out new partnerships to meet the needs of youth in our City.

We are requesting CDBG funds to replace a portion of the facilities sewer line that is currently blocked by tree roots that have grown into the pipe. We have spent about \$2,500 over the last six months on diagnosing and temporarily unblocking this pipe. These funds will permanently fix the problem and will prevent any further sewage back up into our building. We've had multiple situations where we had to cancel high school swim meets and other activities due to sewer back-ups in our locker rooms and bathrooms. Between our own club programs, our Project Succeed Partnership, and our community groups using our facility, it's imperative that we remain open at all times. We received multiple quotes which ranged from \$12,000 to \$14,000. City Project Manager Mike Jungers also came to the Club to walk throughout the project with us and communicated feeling confident that we had done our due diligence as far as we can. I just want to say thank you for your time and support of this project and club members. Any questions?

Chairman Lopez

Thank you for your comments. As a public hearing, this is more for testimony. If you want to stay for the Committee meeting immediately afterwards, we may have more questions.

Ashley Fudala

Oh, thank you.

Chairman Lopez

Additional testimony in favor?

Ruth Morrissette

Good evening. My name is Ruth Morrissette. I'm the Director of Development at Gateways Community Services located at 144 Canal Street, here in Nashua. For over 40 years, Gateways Community Services has offered programs and services promoting growth and independence for individuals with developmental disabilities. Formerly known as Area Agency of Greater Nashua, Gateways began as a group of concerned parents looking for better life opportunities for their children with disabilities and at that time New Hampshire residents with disabilities were being actively enrolled and boarded at the Laconia State School, which was the State Institution where people with disabilities were kept in isolation from the community and some people spent a life time locked away in Laconia before the facility was permanently closed in 1991.

People with developmental disabilities live at varying levels of independence in our community, including supported residential group homes. So Gateways oversees residential care for vulnerable individuals with developmental disabilities that require 24/7 support and affordable housing. We coordinate our service delivery with a number of vendors who provide the support and services to the residents. Every year we'll evaluate the needs of our properties and prioritize updates and repairs that are needed to keep our properties as safe and hospitable as possible. The individuals that live in these properties are all low income. They're all on Medicaid. They have a developmental disability and need support of housing and services.

So our request is funding to replace wooden fencing that's rotting at our 4 Beard Street residence here in Nashua. The fencing has an estimated cost of \$8,985. So we just look forward to just being able to enhance the property for our clients well-being and thank you for your consideration.

Chairman Lopez

Thank you. Any additional testimony of the public in favor of our draft action plan that's proposed?

Michael Reinke

So my name is Michael and I'm a resident of 35 Locke Street. I am the Executive Director for the Nashua Soup Kitchen

& Shelter and I just want to speak in favor of the motion. We have at least 250 people coming through our facility at 2 Quincy Street every day just to receive food assistance, and financial assistance, job employment counseling. We are looking for funding to redo our floors and this is incredibly needed and thank you so much.

Chairman Lopez

Thank you. Further public testimony in favor? There is someone on Zoom and Director Bagley has signed on as well. Director Sullivan?

Matt Sullivan, Community Development Director

Thank you Mr. Chairman and members of the committee. I'm here to speak briefly in favor of the \$100,000 request contained within the committee documents and acknowledged by the funding amount defined within the legislation for the creation and construction of a crosswalk in the general location of Clock Tower Place and Pine Street. I'm here on behalf of the city's Economic Development office who were not able to join the meeting this evening.

The current objective is to use this crosswalk to serve a variety and multitude of low to moderate income residents of Monahan Manor, for future residents Clock Tower Place, Cotton Mill, as well as the unhoused that regularly traverse this area of the community core. Specifically, we recognize that there is a need for not only these residential tenants but also commercial tenants to access their residences, their businesses, and certainly the recreational assets that are located adjacent in Mines Falls Park. This critical pedestrian connection is an opportunity to more safely and securely provide that access. This opening of a residential pathway certainly is an opportunity that was recognized in the Master Plan as were all pedestrian connections and this crosswalk is a critical amenity in favor of that objective.

We emphasize the fact that there is a necessity for safe crossings of Pine Street and certainly we have all witnessed, I believe, unsafe crossings based on the current locations of pedestrian access as well as refuge within a pedestrian island potentially in the future to avoid conflicts between high speed vehicles and crossing pedestrians in this locale. The proposed crossing and associated rectangular rapid flashing beacon - I think we're all familiar with those - will serve as a traffic counting measure. We've heard a lot about those certainly in the Main Street corridor recently but particularly in the Pine Street corridor where we expect residents to be regularly making this crossing. We're currently working with the Engineering Department to explore the feasibility and final construction location of the proposed crosswalk and will hopefully be working to finalize a design in concurrence with this Committee's process and it will also be associated with the Riverfront development and the pedestrian enhancements that it provides.

I do want to just close by recognizing that the Committee has a difficult task ahead of it and certainly will be much conversation subsequent to this. I want to commend the tremendous work that the other non-profits and organizations have done and their requests before you this evening but I would be remiss if I did not advocate for full allocation too of the \$100,000 toward this critical pedestrian connection. I'm available to answer any questions that the Committee might have and certainly if you have any questions after the hearing I'm available to answer those as well. Thank you for your consideration of this important community project.

Chairman Lopez

Thank you. Miss Baldwin, I see you've been waiting on Zoom. If you'd like to make public comment on testimony in favor.

Carol Baldwin

Thank you very much. My name is Carol Baldwin. I'm the Executive Director of Adult Learning Center located at 4 Lake Street in Nashua. I'm also a Nashua resident at 42 Diamondback Avenue in Nashua.

The ALC is looking for seed money because we need to replace the roof on the building that we own at 4 Lake Street. It was sold to us from the City in 1986 and we have been renovating it ever since. We are currently serving close to 900 students from 75 countries in our ESL Program. We know from past history when you helped us with seed money is that also entices private donors to donate to us. We are also leveraging the fact that this is our 50<sup>th</sup> year of existence and we will be having a fund raiser in the fall of October of this year. Thank you very much for considering my proposal.

Chairman Lopez

Thank you. Is there any additional public comment in favor of the resolution?

Laurie Ortolano

Laurie Ortolano, 41 Berkeley Street. I have a couple of questions and I am in favor of all these initiatives. I happened to see Mr. Sullivan spoke about the crosswalk and I just can't find that it was a \$100,000 project. I see a crosswalk in this plan for essentially \$31,000, so I didn't know where that was actually located or what he was referring to on that plan. Did that get added after?

Chairman Lopez

As is public comment, we can take up your questions when we get to the....

Laurie Ortolano

We'll it's a hearing isn't it?

Chairman Lopez

Yes.

Laurie Ortolano

We're supposed to be able to ask questions at a hearing aren't we?

Chairman Lopez

You can make your testimony in favor of it, but we can't bring everyone up and answer questions one by one.

Laurie Ortolano

Well that's what we've been told a hearing is for to be able to ask questions and get answers. That's what the law says.

Chairman Lopez

We have your questions and then we can address them after.

Laurie Ortolano

Okay so I can't find where the \$100,000 is and as I look at all these initiatives, it looks to me like the start of this proposal talks about \$764,000 of money being available. As I just quickly scanned through the one through fourteen items, it looks like they add up to that amount of money. So it sort of makes sense to me.

The next thing is the HOME activities annual grant of \$427,000 that's identified in there. One of those items is the affordable housing development money for \$265,000. That's the bulk of the money out of the four programs that is being spent. My question with this is do we have affordable housing developments that are earmarked for this money and where we just passed an ordinance for affordable housing can units that are being built in with developments that are being done are they eligible for this grant money? Let's say a builder has to put in 4 affordable housing units in an apartment complex that has 40 or whatever our rule was - I can't remember if it was 10% or 15%. Are those 4 units eligible and can you only spend this portion of the money if you have done before you start your building process? Meaning you can't go back and apply it if you've already done some construction. So I'm just curious since that's the bulk of the \$427,000 that is allocated if we have specific affordable housing developments in mind that are going to be accessing that block grant money? Thank you.

Chairman Lopez

Is there any additional testimony in favor of R-22-025? Seeing none. I will now take testimony in opposition.

TESTIMONY AGAINST – None

TESTIMONY IN FAVOR - None

TESTIMONY AGAINST - None

The public hearing was declared closed at 7:22 p.m. by voice vote.

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**REGULAR MEETING****PUBLIC COMMENT**Laurie Ortolano

Laurie Ortolano, 41 Berkley Street. I object to your process. I think it's wrong to not answer questions when they are raised in a hearing. I think that's what the law requires because if I didn't get satisfactory answers, I could come back and give second input or I could object to what's being done but I can't even do that because I thought you were going to actually give answers when I sat down. I guess the answers are going to come in the regular meeting, but now the hearing is closed. You always have timed people in hearings which I don't think you should be doing. That is stopped but you hit the buzzer and I went back and looked at the minutes and hearings have been timed for 3 minutes, which I don't think is right either. So I'm not certain how it work but in the past, questions have been asked and answered in public hearings. When we go to the Budget public hearing, there's a lot of people asking questions at that hearing and you always answer them. Thank you.

Chairman Lopez

Any additional public comment? Seeing none.

We had a presentation scheduled for agenda from the Environmental Health Department. I received a communication from Director Bagley saying that she would like us to table that until the next meeting. I do see her on Zoom so I don't know if she has changed her mind or in the absence of anything. Director Bagley can you hear us?

**PRESENTATION**

- Environmental Health Department – deferred until next meeting
- Department of Building Safety - deferred until next meeting

Bobbie Bagley, Director of Public Health and Community Services

Yes, good evening Alderman Lopez. No we still need time to put that together and would like to request that the agenda item be moved to the next Human Affairs meeting and we should be available in conjunction with the other departments to present information to the Human Affairs Committee.

Chairman Lopez

So without objection, we'll just table that to the next agenda.

President Wilshire

I can answer the questions that Miss Ortolano posed to the Committee if I can take a shot at it. So the money in here for affordable housing it can't be a project that's already started and it has to be a CHDO, which is a Community Housing Development Organization like Southern New Hampshire Services. They have to apply for that money, so it's not anybody that can just half way through a project decide they want to come in and get money. It has to be that certain type of organization that applies for that money. It has to be affordable. I think that answers everything?

Laurie Ortolano

(inaudible) thank you.

President Wilshire

You're welcome.

Chairman Lopez

So to that point if Director Sullivan and Miss Chisholm would like to probably have a seat just because I think we're going

to have a lot of questions. Our main piece of business here is actually that legislation.

COMMUNICATIONS - None

Alderman Klee

There are no communications?

Chairman Lopez

There was a communication from Miss Chisholm in the form of providing this spreadsheet and a link to the applications. I think if there is no objection from the Committee, we could just have those attached to the minutes as a separate communication.

Alderman Klee

I agree.

Chairman Lopez

I think that would probably get more context. We did receive those today so I know Committee members have started reviewing it to get more information about those specific projects that were involved. I know specific questions were asked about the crosswalk, the expenses. Director Sullivan I believe you are here representing that project? Do you happen to have any comments?

Matt Sullivan, Community Development Director

I am. Thank you Mr. Chair.

Chairman Lopez

I started to announce it but you actually have to have a motion on the table.

UNFINISHED BUSINESS - None

NEW BUSINESS – RESOLUTIONS

**R-22-025**

Endorsers: Mayor Jim Donchess  
Alderman-at-Large Michael B. O'Brien, Sr.  
Alderman Patricia Klee  
Alderman-at-Large Melbourne Moran, Jr.  
Alderman Thomas Lopez  
Alderman Richard A. Dowd  
Alderman Derek Thibeault  
Alderwoman-at-Large Gloria Timmons

**AUTHORIZING THE MAYOR TO APPLY FOR AND EXPEND THE COMMUNITY DEVELOPMENT BLOCK GRANT (“CDBG”) AND HOME INVESTMENT PARTNERSHIP PROGRAM FUNDS FOR FISCAL YEAR 2023**

**MOTION BY ALDERMAN KLEE TO RECOMMEND FINAL PASSAGE**

ON THE QUESTION

Chairman Lopez

We did plan to convene again for May 2<sup>nd</sup> after we've had a chance to review the material that we have, have an additional conversation tonight so that should be something that we all expect to be able to do. Alderman Wilshire I believe the table

is a non-debatable motion.

Alderman Kelly

Alderman Lopez I don't know if you can hear me. I just wanted to speak to one of the other questions that are just general. Just so the public understands the way this works is we start with some numbers in that document, but it's not necessarily what we're going to allocate. That's what we're talking about right now. So where you saw the \$100,000, that's the request and we just plugged in - if everybody got it – where is the whole \$427,000. So the request from his department is \$100,000. We're going to sit here and figure out where we put the money.

Chairman Lopez

Which is complicated by the fact that we don't actually know how much we'll get.

Alderman Kelly

Exactly. It's all an estimate at this point.

Chairman Lopez

But we're making a plan and then we'll find out as we go.

Alderman Klee

We'll amend.

President Wilshire

Can I ask a question of Deb Chisholm or Matt Sullivan? I don't know who would have the UPD budget for FY23 and if there is any carry over due to the vacancy in the Director's position?

Deb Chisholm, Interim Urban Programs Manager

I think we're both going to have to speak to that. The way that our budget is currently set-up, we have put in funding for the same level as was previously with the previous Department Director. In the event that we hired somebody who was of equal caliber, not that that was likely because Carrie was great, but the way the budget is set-up we do have that money in there. I will tell you that the way that the budget looks right now, we've got a little bit. The numbers that you see in that spreadsheet for Urban Programs is a 20% and a 10% of CDBG and HOME funding regardless of what our internal budget is with benefits and other miscellaneous items.

President Wilshire

Okay. So my question was did you fund the position in your FY23 budget with money left over from the FY22 budget?

Matt Sullivan, Community Development Director

No.

President Wilshire

So where is that money?

Matt Sullivan, Community Development Director

We have not determined how to allocate that money, but we did not plan to fund the FY2023 Manager position with 2022 dollars. It would also not fully fund the position.

President Wilshire

No, no I didn't know if you maybe carried over \$20,000. I'm just throwing numbers and then put 70 in your budget for the... I wasn't sure.

Matt Sullivan, Community Development Director

That's a very fair question. That is not the way that we designed the budget for this year.

President Wilshire

So what happens to the funds that were allocated to the Admin. piece in the FY22 budget that did not get spent on Admin.?

Matt Sullivan, Community Development Director

My belief is that those would be available to potentially be recommitted or reallocated to other projects. Potentially reprogrammed but I think we need to provide more information to the Committee before that's done. We also need to have a better understanding based on the fact that we do anticipate bringing on a new Manager within the fiscal year. So we're not certain what that number is but the answer is yes. I think they'll be options there for additional monies.

President Wilshire

Can we still get a copy of the FY23 Budget?

Matt Sullivan, Community Development Director

Yes.

President Wilshire

Thank you.

Chairman Lopez

To President Wilshire's point if I understand the implications, that will also be helpful to know in the context of if we have more people needing money than we have allocated for. If the department has additional funding, we probably be looking to see how that impacts that.

Alderman Klee

Thank you. To the spreadsheet that you had sent, there were two items that I assume that you are putting in there is from reprogramming dollars. Is that correct? The 2022 Plus Company ADA bathroom rehab and the 2022 Nashua Center HVAC totaling \$55,000. When you're talking about the reprogramming, would that be some of the funding from the ADP Administrator and so on? Is that where you plan on getting those funds or is this (inaudible)?

Deb Chisholm, Interim Urban Programs Manager

No. Those funds are specifically from projects from last year that did not use the funding that they were given.

Chairman Lopez

Just as a point of order Ms. Chisholm and Director Sullivan. If you guys start to speak or respond, just make sure you give your name or your address just so that the transcriber knows who it is. If you go back and forth it gets confusing for someone listening.

Alderman Klee

Thank you Mr. Chair. This is Alderman Klee speaking. So the \$55,000 is what's leftover that was not used and will be reprogrammed this year for other projects is what you're saying? Thank you. I just wanted to make sure I cleared that.

President Wilshire

So is that part of the \$764,000 or is that in addition to and did you take that into account on the spreadsheet?

Deb Chisholm, Interim Urban Programs Manager

Yes, that is part of the total of \$764,000.

President Wilshire

Part of the 764? That doesn't make sense, right, because if we got \$764,000 last year and that is what we're budgeting for in this Committee, right the \$764,000, wouldn't we add the 55 to that? Oh, they already did. Okay.

Chairman Lopez

Director Sullivan do you want to give any comments about the crosswalk that was particularly identified?

Matt Sullivan, Community Development Director

I believe that Alderwoman Kelly addressed this during her comments, but there's an administrative exercise that goes into creating the legislation in the amounts that are included in the legislation as part of that process with Community Development. The \$100,000 request for the crosswalk was ultimately paired down. That's been a common practice for city projects in order to represent full funding of the request from non-profits and other organizations. However as you heard, my interest is in fully funding all the projects in a world outside of the reality that we live in but certainly we did pair down that request to ensure that the existing year funding and proposed funding were completely in alignment. Hence the reduction that is included within the legislation.

Chairman Lopez

Now if I understand this right, the spreadsheets that we have doesn't account for the additional funding that may be leftover from last years? Would it be appropriate to introduce that to us at the May 2<sup>nd</sup> meeting where we're able to look at the full picture and determine how things are going to be allocated?

Matt Sullivan, Community Development Director

This is Matt Sullivan and the answer is yes.

Alderwoman Kelly

Thank you. I actually have a couple of questions. Some of the things that I know are in here as sort of a matter of where we were, were the owner occupied housing improvement and the rental improvement program. I believe you spoke about it last time but I just wanted to have it reiterated where they were at. I think one was more used than it was last year and like what's in those currently?

Matt Sullivan, Community Development Director

May I ask that for Miss Chisholm to comment? Like I said, she answered this question at the last meeting and I may ask her to jump in there. I do want to maybe if I could just provide a bit more information about one of the public comments. The monies contained within here related to affordable housing, those are completely independent from any planned contributions to the Affordable Housing Trust Fund, from ARPA dollars, and existing monies within the Affordable Housing Trust Fund that was created just a year ago. This is a completely independent pool of money that's available for affordable housing and I say that particularly because the Aldermen will likely be hearing more information related to the ARPA dollar allocation and the Affordable Housing Trust Fund over the coming months. So this is a different available sum of monies.

Chairman Lopez

Director Sullivan would it be possible for next meeting to also identify ones that either might be eligible or at least have already expressed interest in that so that we know if someone is applying for funds if we are their only hope right now versus them having other possibilities?

Matt Sullivan, Community Development Director

Alderman Lopez are you referring to the use of the Affordable Housing Development monies within this program and potential applicants? I think we can certainly try to provide some candidates for those monies, but we are not certain at this point in time who those entities will be. What we could provide is additional information about past applicants to the program and awards to give you a sense of who might be approaching the city for funding moving forward.

Chairman Lopez

And I recognize that in the presentation if it looks like you're too closely identifying ways things could be done, it could be misconstrued as like advocating for one or the other so maybe having conversations with applicants so that they can announce in public comment that could accept partial funding or something along those lines or otherwise just be ready if one of us asks about it to be able to say we could.

Matt Sullivan, Community Development Director

Certainly.

Alderwoman Kelly

We still haven't answered my original question, but I'm going to tack onto that really quickly. Affordable Housing Development under the HOME Grant Funds that has a lot more strings if I'm remembering correctly. So someone who might qualify for this has it more hoops to jump through versus what will come through in terms of the ARPA or the Affordable Housing Trust Fund, correct?

Matt Sullivan, Community Development Director

That is correct. That's a very simple way to break down the fundamentals. The Affordable Housing Trust Fund, although the guidelines have not been set, is going to be a very flexible program particularly from an income perspective and a uses perspective. Whereas these dollars are much more constrained than what we anticipate that fund to look like.

President Wilshire

Thank you. There is a difference between the CDBG being a one-time thing and the HOME Funds being a rolling thing. So we don't have to identify. I mean it's great if you know who might need it but that's an ongoing. It's not like CDBG where you make a decision and it's done. That is just open all the time.

Chairman Lopez

Director Sullivan anything to add?

Matt Sullivan, Community Development Director

I have nothing to add. I just want to make sure we address Alderwoman Kelly's questions from before and I'm not sure when Miss Chisholm is ready. I know she had an answer from last time, but she may not recall. That was a good question but we'll have an answer for you at the meeting certainly.

Deb Chisholm, Interim Urban Programs Manager

To address Alderwoman Kelly's question about Rental Improvement Program versus Owner Occupied Housing, the Rental Improvement Program has a lot of money left over. We did not get a lot of applicants. I don't think we got any applicants over the last year for that CDBG Rental Improvement Program. So there is some money that doesn't necessarily – it doesn't get reprogrammed like it would if it was something we had given to a non-profit. It stays in the system so we do have some money that's still sitting in there. The Owner Occupied Housing Improvement, I believe at this point is pretty close to expended. I am hopeful that is the answer I gave you last time.

Alderman Klee

Thank you Chairman Lopez. I know we talked about this at the last meeting also. You said that there was money left over in rental and we needed more in the owner occupied. So perhaps we should fund them a little differently but I remember we had the discussion of was it not because the word didn't get out there? In other words, those that owned rental property weren't aware of this program because it was so new. So is that why it wasn't used?

Matt Sullivan, Community Development Director

That's exactly what we had discussed. We had discussed possible opportunities through the Code Enforcement Department's efforts to maintain a list of property managers that we might be able to use that list to do a better outreach

campaign for those monies and we did very much acknowledge that those efforts could have been stronger during the past fiscal year and that may have led to underuse of those monies. We had also contemplated a modification to the funding. We would not rush to make any changes at this point in time. We really want to make a best effort as far as outreach and see whether we continue to have this balance issue between uses of the two funds.

Alderman Klee

May I have a follow up?

Chairman Lopez

Sure.

Alderman Klee

Thank you. In respect to that, one of the things that I know there are issues of peoples furnaces and so ongoing with the rental properties and so on but there is little nasty critters that we call bed bugs are also a big issue that hits landlords, especially those in the lower income, very hard. Trying to mitigate them, it's not their fault that they got brought it but they're the ones that have to - would this program help them with that or would it only be specifically for like a furnace that had to be replaced, or windows, or something of that nature?

Chairman Lopez

Director Sullivan?

Matt Sullivan, Community Development Director

I am not able to answer that question and that speaks perhaps to my newness in the position, but I am not sure of the answer to that. I'm happy to get clarification back to the Committee.

Alderman Klee

Thank you.

Chairman Lopez

Mr. McKinney is going to be here next month. We should probably preserve that and make a note to ask him that. Alderman Moran?

Alderman Moran

Thank you Mr. Chairman. Is there a restriction on if someone gets the Rental Improvement Program or the for the private homes like if they sell their house six months later, what happens to those funds?

Deb Chisholm, Interim Urban Programs Manager

They're required to pay those funds back within a certain time period outline. I don't want to place a guess because I thought it was a 20 year lien that we would put on the property.

Alderman Moran

Thank you. New Alderman questions. I'm sure these answers have been asked.

Chairman Lopez

Well that's why we want the presentation. Alderman Wilshire?

President Wilshire

It's the Rental Improvement Program that no money has been spent out of?

Matt Sullivan, Community Development Director

That is correct.

President Wilshire

So you're asking for another \$125,000 this year for that program?

Matt Sullivan, Community Development Director

We are.

President Wilshire

Okay.

Chairman Lopez

Swinging for the fences. Director Sullivan I have two questions. One is speculative and so I'll just put it out as a rhetorical question and you can answer if you choose to but it is also possible that some of the individuals who might have needed to apply for funds for rental properties may have not been able to necessarily engage in projects or execute in projects when there's a moratorium on evictions and you know a little uncertain as to whether there would be somebody vacating the apartment or anywhere for them to go?

And then additionally, what institutions are eligible for the rental property? Do you to be a private property owner or would a non-profit organization that rents also be eligible?

Matt Sullivan, Community Development Director

I think there are several factors on the lack of use of the rental monies. Certainly vacancy rates are an issue. I think cost materials and other construction issues also potentially contributed to lack of application for projects. Folks thinking that they're not prepared to make those improvements based on current market conditions.

Relative to the second question about entities and their eligibility for application to the program, another question I'll have to get back to the Committee on. Again lack of expertise in this area. I'll have to provide some further guidance. Alderman Wilshire may be able to provide additional feedback on this, but I'm not clear what the guidelines are. Specifically what I believe you're referring to is whether LLC's or the like are in property ownership or whether it's restricted to single owners.

Chairman Lopez

I would certainly vision finding out if anyone was actually turned away. So we are typically entertaining questions from individuals that are members of the Committee but I noticed that one of the non-profit applicants has raised his hand. So Director Reinke do you have a question?

Michael Reinke

No, thank you so much. This is a perhaps a jeopardy type question. Again, my name is Michael Reinke and I'm a resident of 35 Locke Street. I'm Executive Director for the Nashua Soup Kitchen & Shelter. I'm wondering it's been our experience that over the past year, year, almost two years that the influx of rental assistance from the federal government has meant there's been a lot less turnover. I know that our organization we have budgeted how can we help people pay utilities, pay rent, things like that, that hasn't been expended not because there hasn't been a need, there's been other needs. But that hasn't been the specific need and I guess my question might be is it possible that because of the other assistance that's been available, we haven't seen the turnover. Without seeing the turnover, maybe we haven't seen the requests for repairs that we might ordinarily see. Now as we're going to see more turnover, perhaps there might be an increase in need. So that might justify the request for the additional dollars. That was just my question to the Aldermen.

Chairman Lopez

Thank you for elaborating. That was actually sort of what I was implying, but - Alderman Wilshire I see you have a

question?

President Wilshire

As far as turnover, where would people go? There are zero vacancies. I mean, I don't see turnover happening for a while. Having been in the real estate business myself for a while, I think we're going to be stuck where we are for a while.

Chairman Lopez

I also think it would be a little difficult to like replace windows or that kind of stuff if the person is living in the apartment. So those are definitely things to consider. Hopefully having Bill McKinney present will be helpful. Alderman Kelly I saw your hand up?

Alderman Kelly

I wanted to just add an additional like it's been really hard getting contractors out because of the supply chain the prices have been really high. So I imagine that people also waiting on improvements right now, especially if it's not a whole-house renovation. It's probably hard to get someone to want to come and just do your windows and then wait for them for six months for them to come. Not that I'm going through that at my house at all.

Alderman Timmons

I really did but you guys are answering all the questions that I would have asked. I do have one other question. Now out of that \$125,000 and you get another \$125,000, it would be \$250,000. Is there a maximum on this that homeowners or landlords to borrow?

Matt Sullivan, Community Development Director

Per owner or per applicant? I don't know the answer to that. It seems to be my common theme for the evening but I'm happy to get an answer back to the Committee for your consideration. I'm not certain of the maximum allowable application to the program. Assuming what you're getting at is might there be an ability for a large application to be filed and take up a substantial portion of those dollars? I'd be happy to get an answer back to you.

Chairman Lopez

Director Sullivan I had requested that the Environmental Health Department and the Code Enforcement Departments do presentations on the services and different activities that they do thinking that typically when we're looking at housing related issues, it's good for the public to know what we do as a City - what's available when we talk to but then it's also good for landlords to know what their resources are and what their supports are. So this seems like it might be an opportunity for you to answer all the questions with a presentation that goes with the other presentations.

Matt Sullivan, Community Development Director

I would add to that Chairman Lopez. I had a conversation this afternoon and morning as well. The objective of the May 9<sup>th</sup> meeting of the Committee is to do just that - to provide a coordinated presentation opportunity for environmental health, building inspection, or building safety, and code enforcement to speak to just these issues. What I think may be prudent for that evening is to as part of the presentation, provide responses to some of the questions that we're receiving this evening. So for those that we're unable to answer, we'd be happy to include some slides in that presentation directly addressing those questions. So what I'm saying is keep it coming. You can stump me. That's alright but we will have answers to those questions at the next meeting of the Committee when that presentation happens.

Chairman Lopez

I see three hands up but I would just like to comment in Director Sullivan's defense that he did come to the meeting to tell us and to be present for it. I heard back from other departments that they weren't ready for that. So just because he's here on the hot seat doesn't mean that his department is any less ready or able. It just means that there is a lot going on in the City and we will be more prepared to have a presentation. As Chair I did think it would probably be a good idea to have those presentations alongside the CDBG and we're working on it.

Alderman Moran

I just have a couple questions. I don't have them in front of me. I haven't seen them since this morning in my e-mail but how much money is in the homeowners for moderate to low income?

Alderman Klee

\$125,000.

Alderwoman Kelly

\$50,000 for owner occupied housing and \$125,000 for rental reimbursement.

Alderman Moran

That's what I thought it was but my memory of like 9 hours. Just hearing the conversation, maybe a statement I can make a statement versus a question. Wouldn't it be wise to shift more funds over to the homeowner piece to help offset low and moderate homeowners who are going to see an increase in their taxes coming up with the home evaluations? The landlords are technically a business and the low to moderate homeowners are not a business and could probably benefit from more funds if their water heater breaks than a landlord.

Chairman Lopez

It's always complex because we need to know the whole scope in order to make decisions, but sometimes a missing piece is something that we might assume to be one thing but it's another. That's where we really get to know who is applying and if it's just that we have enough people. Alderman Wilshire?

President Wilshire

Yes this owner occupied has been in since 20+ years when I started chairing this Committee. It always seems to be enough year-to-year-to-year. Someone's furnace might go if they're low income. We'll help them buy a furnace, a hot water heater, or something, a roof, but it seems to always - I mean they haven't come back year-after-year asking for a lot more money or more money, so the needs seems to be being met I guess is what I'm saying.

Alderman Moran

I guess my only concern to that would be inflation. The rising cost of home repairs that are different than even last year. I tried to price a water heater recently and it skyrocketed since last year.

Alderwoman Kelly

Thank you. I was mentioning to Alderman Moran this Committee is quite fun because we have to go through and figure out which ones get fully allocated and fund this in quotes there when there is so much need.

I was going to recommend just for purposes of moving forward that we bring rental improvement down to \$55,797 and everything would be fully funded. I think that the Pine Street pedestrian crossing is really, really important especially with the work that is going to be happening downtown. It was something that I personally really gave some voice to because I lived in Clocktower for a long time. So getting from Clocktower once we have that beautiful riverwalk. I walked it today with my designer and getting from there over to the park is going to be really important in feeling safe there and increasing walkability. That is something we've talked a lot about in this city. So I think I'd love to see that happen for now and then if we get more than we hoped, then we can try to make that rental improvement program whole. If I remember correctly, Miss Chisholm said there is money leftover in there right now. I think that the sidewalk is an immediate and longtime need that really needs to be taken care of.

Alderman Klee

Thank you Mr. Chairman and I agree with what Alderwoman Kelly just said about at least switching off some of the funds and so on to that. As we were talking here, a message came up on my computer here and it was from a constituent that said wow I didn't know the city gave away money for someone who needed a water heater. I just wanted to make it very clear that these funds are loan programs that you must qualify for, and put in, and to a question that was asked previously when I spoke to the previous Director, I believe there are certain stipulations and certain limits to different aspects as well as how often you can get them the same applicant and so on. So there's a lot of different criteria that I'm sure that Director Sullivan will be bringing to us. Just for clarity to the public that's listening, this is not the money the city

buying someone a water heater, or an HVAC system, or helping somebody with a bed bug problem. It is a loan program that becomes self-sufficient as they pay it back. It goes back into the funds and so on and it becomes kind of an account of that nature. So just to make it very clear, this is not a handout as much as it's a helping loan. I believe it's a lower interest rate type of loan and so on. Maybe Director Sullivan could explain it a little bit more.

Matt Sullivan, Community Development Director

I would just note that if you do have your resolution in front of you, you'll see within it that there are certain of the owner occupied opportunities that are certain grants that are available rather than loan repayment programs for those that a certain area median income. So typically they are a deferred payment loan at 0% interest, but there are some grant monies (pure grant monies) available for lower income households as part of that owner occupied housing program as well.

Chairman Lopez

Just so that I'm clear, the program is funded through CDBG funds or funded from the repayments from the loan?

Matt Sullivan, Community Development Director

The program is funded through CDBG funds.

Chairman Lopez

Okay and where do the loan repayments go to?

Matt Sullivan, Community Development Director

They are circled through the program, I believe but I can get you more details on that. My understanding is that they circulate back into the program.

Chairman Lopez

I kind of knew the answer, but I was setting you up for it.

Matt Sullivan, Community Development Director

No but I think your question is a good one in the sense of how those funds are specifically used as they circulate back into the program. So I can provide a little more detail and context around that at your upcoming meeting but the answer is yes. They do go back into the program.

Chairman Lopez

For me to do some sort of flowchart, it would be Director Sullivan pays taxes to Uncle Sam. Uncle Sam eventually decides to give it back to Nashua. Nashua uses it for a person who needs a water heater. Person who needs a water heater pays back City of Nashua.

Matt Sullivan, Community Development Director

Yes.

Chairman Lopez

A simple chart.

Matt Sullivan, Community Development Director

Yes. A simple chart. That would be a very simple version, yes, but I can provide a little more detail around that actually.

Chairman Lopez

I just want to make a point that in New Hampshire particularly we're one of those States that pays out more in taxes than

necessarily give back because of our State size. So having the City being able to provide a service that the grant is designed for is dispersed for and then additionally generate returns that can be invested to augment more programs is a good idea as far as I'm concerned.

Alderman Moran

Thank you, Mr. Chairman. Maybe a general question. So why can't the pedestrian crosswalk be paid for by future dollars from the infrastructure money that we'll be getting from whatever the bipartisan infrastructure bill was that we don't know what those funds would be. I guess my question is why would we take it from the community grant if we could potentially have funds available in the future?

Matt Sullivan, Community Development Director

There are certainly other funding opportunities. The ARPA dollars being one. Potential monies through Bill Back Better. We viewed this as a project that would fit within the guidelines to benefit lower/moderate income whereas some of our other projects may not. So is there an opportunity for other funding? There absolutely is and so I want to be clear that we would certainly accept if all \$100,000 were not available to the request but we do feel there is clear and true benefit to low to moderate households as well as those are again unhoused perhaps that use this crossing. So we view this as a good fit for the program but there are potential funding opportunities beyond this.

Alderman Moran

That makes sense the low to moderate income designation. Thank you.

Chairman Lopez

Just for some area context and maybe Director Sullivan I don't know if you have details on this, but that section is the initial part of the Broad Street Parkway/Pine Street Extension. You can't exactly cross anywhere because there is a canal. So you can cross and then be like have to go down the street to where you can actually get to where you're trying to go. So people tend to try to cross right where the driveways are which are actually more designed for cars and that is an area that that parkway. I guess it's referred to as an industrial park but it has organizations like Stepping Stones - which works with homeless youth, Hearts - which is a peer support program, The Picker Artist. There's the Crossways Church over there. So there are a lot of people that would do that and when you do large driveway thoroughfare things through residential neighborhoods, you end up dividing it but that doesn't change the needs of people living in that area to go from one side to the other.

So Director Sullivan if you want to comment on that and then maybe if you have details of what's involved. I'm assuming not a stop light, right?

Matt Sullivan, Community Development Director

Absolutely. Happy to and thank you for noting the what I would argue a very direct benefits to a lot of the area non-profits that are located at Pine Street Extension or other locations. It's not only for residents and folks using downtown that are crossing over to Mine Falls, it's also they're making that crossing to access services that are provided in the buildings on the western side of Pine Street there.

Further, I would note that potential redevelopment of the Nimco property is an opportunity albeit an unknown one to add more residential, institutional, or commercial users that we anticipate would be using this pedestrian crossing.

Alderman Lopez to your point, there are limited pedestrian crossing opportunities in this area. There is one located next to the smoke stack obviously as you move north towards the parkway. There is also one located to the south towards the intersection of Central and Pine. There are several crossings in that location but there is a gap between those two. That's where we're seeing a lot of pedestrian crossing happening. If you've driven the parkway, try to take note of it. There are a lot of folks running across there and creates a very unsafe environment.

The other problem is that we know what the posted speed limit is in the Broad Street Parkway. We may all not follow it and we tend to not follow it as we enter the downtown area. So speed is a very real issue that we believe some provision of pedestrian structure would assist with. What's involved is just a painted crosswalk but also a rectangular rapid flashing beacon, which is the push button crossings that you see being implemented through Main Street and other corridors. We've had similar conversations about designs with mast arm but we think the RRFB is the preferred option. Again, we priced this out at about \$100,000. Infrastructure is not cheap like we're seeing in other construction industries,

but we believe this crossing would really be in the local either directly across from the exit of Clock Tower Place on Pine Street or just north of there. We're currently in conversations with the Engineering Department about what the preferred design will be.

I will note to Alderwoman Kelly's comments before, this is being actually contemplated as part of the Riverfront project at least as a pedestrian kind of connection opportunity associated with those efforts.

Chairman Lopez

To that point, I always obey the speed limit on my Segway which doesn't over 12 mph, so it never breaks any limits. But when I'm on foot analog walking as it were being able to look way down the distance for the crosswalk that I have to walk to and then right across the street to the place that I'm actually trying to go to, which is essentially surrounded by a moat and you can only go through it in that area, it's very tempting to try to cross. So is the crossing that you have designed or that you're requesting funding for is that going to line up with that or is it going to line up with riverfront recreational use?

Matt Sullivan, Community Development Director

Ideally both. I think the answer is one of the, I think, remaining concerns even in the event that this crosswalk is constructed is the pedestrian connection across from Myrtle Street over that specific crossing. We will not remedy that issue. So I think for pedestrians from Monahan Manor, it may still be challenging to get them cross safely in the event that additional pedestrian infrastructure is not created but certainly those from Clock Tower and those of Pine Street Extension, I believe this will provide for their needs. It's viewed as sort of we've talked about it as mid-block, but really what we're talking about is mid-block between the two existing crossings on either side.

It actually is being created at an intersection but to your point when we as planners or traffic engineers, our first job is to look at where are people making the crossing and can we provide a crosswalk in that exact location. This isn't perfect but it's about as close as we can come to doing that. So I certainly do think that it will provide safe passage for a percentage of the crossings being done between the two existing crosswalks. To what percentage, I can't say.

Chairman Lopez

We don't want to wait and make it 0% and then have somebody get hit.

Alderman Moran

Thank you, Mr. Chairman. I just want to follow-up on something Alderwoman Kelly suggested. It was reducing the rental down to \$75,000?

Alderwoman Kelly

I recommended bring it down to \$55,797 which would fully fund and putting that into the Pine Street pedestrian crossing. So that would fully fund the crossing.

Chairman Lopez

I should say as Chair in the interest of not having like amendments, to amendments, to amendments that were amended and with this many items on it, we should have conversations about things before forming...

Alderman Moran

No, I'm not offering any amendments.

Chairman Lopez

No, I know. I'm just saying it out loud so that everybody is on the same page that we want to be a little forward thinking because ultimately we're going to table this and bring it back May 2<sup>nd</sup>.

Alderman Moran

I'm just over here doing math. I just wanted to make sure my numbers are right.

Chairman Lopez

But in addition to that calculation, it probably would be good to know if there's additional revenue from the urban funds Director or other some such places as we mentioned earlier.

Alderman Kelly

So are you saying you don't want us to make any suggestions this evening?

Chairman Lopez

No, I want you to make suggestions just not put them as a motion necessarily.

Alderman Kelly

I didn't make a motion on purpose, but I just wanted to see if we want to leave it as is or do we want to have some working plan for the May 2<sup>nd</sup>.

Chairman Lopez

I would entertain the Committee's willingness, but maybe Miss Chisholm could update or amend the plan based on the suggestions we have. That way they're able to make comments or presentations in that context rather than starting from scratch every meeting. Miss Chisholm does that work?

Deb Chisholm, Interim Urban Programs Manager

Absolutely.

Chairman Lopez

Okay. I want to make sure I'm not speaking for (inaudible).

President Wilshire

Yeah I think that this need to get - money needs to go in these line items tonight. I really think they're looking for us to not finalize this but get it as close as we can until the next meeting and then make any adjustments based on anything they come back to us with.

Chairman Lopez

So is that a starting point then?

Alderman Klee

I agree with what Alderman Wilshire and Alderman Kelly have said but I just want a clarification from Alderman Kelly if I may? Alderman Kelly you had said \$55,797 taken from the Rental Improvement Program and the remaining difference of the \$125,000 will be placed into the Pine Street Pedestrian Crossing. So we're talking a difference of \$69,203 and right now we're sitting there with the - so you're saying add that to the \$30,797 to make it whole to the 100?

Alderman Kelly

Correct. That's what I'm saying. So #14 will become \$55,797 which is the Rental Improvement and then line 15 will become \$100,000. That way this program will have some leftover funds. We're still getting some and if we get more then we can readjust.

Chairman Lopez

Okay, makes sense.

Alderman Kelly

You look confused Alderman Wilshire.

President Wilshire

I am.

Alderman Moran

I would only make one change to that. It's actually to drop it to an even \$50,000 and take the remainder of \$5,797 and move it to the Home and the Owner Occupied Housing Improvement. That would actually come just slightly over inflation like 9%.

Chairman Lopez

Okay. Alderman Wilshire?

President Wilshire

Has that fund been expended for the year for the FY22 Budget the Homeowner Assistance Fund?

Alderwoman Kelly

That's what Ms. Chisholm said earlier as it's completed expended.

Deb Chisholm, Interim Urban Programs Manager

I think that it is almost entirely depleted at this point. If not, there's a waitlist of projects.

President Wilshire

Thank you.

Alderman Klee

Yes, again just looking for clarification. I'm playing with the spreadsheet as we've been talking. To Alderman Moran's point, you're saying that in the Owner Occupied Housing Improvement we would fund it for \$55,797, and that we would fund the Rental Improvement at \$50,000, and per Alderwoman Kelly's point put \$100,000 into the Pine Street Pedestrian Crossing. Do I have that correct? And again we still don't have anything into contingency but where we don't know where the true bottom line is, I think we should either consider putting something into contingency or hope that we get more so that we have something sitting in contingency.

Chairman Lopez

That makes sense to me. Like I said, I'd be a little more comfortable if I knew the whole scope but at least we can make a plan and revise as we go.

Alderwoman Kelly

I believe that last year we kind of talked about contingency and the discussion was it's generally not where it's used but I will ask for – Director Sullivan is looking at me like I'm crazy – but I feel like we had this discussion. It was like well like it's there but we don't always have to tap into it. I personally would feel it would be unfortunate to not be able give the non-profits what they need so we can put it in contingency for something that may or may not happen. That's kind of a question to you.

Chairman Lopez

Director Sullivan?

Matt Sullivan, Community Development Director

That was my thinking face not my crazy face. I hope they're not (inaudible). I have concerns about the lack of

contingency just on construction costs but its also pure speculation to assume that these projects may or may not need more funding. I can't speak to the conversation that occurred last year relative to contingency. I would just, again, echo the comments of others that having an understanding not only of what the additional allocation might be, but what salary monies might be available from the FY2022 Urban Programs budget. That may serve as a convenient contingency for some of these projects to at least have those monies available. So certainly having an idea of what that figure is for the next meeting will be helpful in the context of contingency.

Chairman Lopez

I would just echo those comments. My only concern would be if we don't fully fund the contingency fund but do we fully fund a city project that could get funding potentially from other places as well, then it might be a situation where non-profits might not have the contingencies they need.

Alderman Klee

Thank you. I like what Director Sullivan had commented about perhaps the money is not spent on that salary could be put into contingency. I also think to Alderwoman Kelly's comment, she's absolutely right. We did speak about contingency and I do believe that it was discussed is that we tend not to use it. I think this year is going to be very different because we don't know what tomorrow brings. The cost of everything rises with every breath we take. I would hate for a project to not be able to be funded because we didn't have anything that we would have could have possibly thrown at it to help it in that respect. I think this year more than ever it is going to be important to have a contingency but this question would be to Miss Chisholm. The amounts that you have here for the 18 April column of this spreadsheet, these are the monies as per requested by the applicants, correct? This is the exact amount they have asked for and I haven't had a chance to double check to look at their application and so on. So based on that, we're hitting the \$764,000 that we are assuming that we're going to get. I see Director Sullivan has his hand raised.

Matt Sullivan, Community Development Director

With the exception of the Pine Street crosswalk, that project in the 4/18 column is represented by the \$30,797 rather than the full \$100,000 request. That is the only exception to all requests being shown.

Alderman Klee

Just a quick follow up is that having said that with the monies that we've just kind of talked been ball parking passed around, we would be funding everything as was described in the 4/18 just moving monies between the Owner Occupied, the Rental Improvement, and the Pine Street. That would still keep us whole at \$764,000 and still be able to hit each of these projects with the monies they've asked. That's the question that I wanted to ask. We've been tossing monies around for those three items. I just want to make sure that all the other projects have been funded per their request before we consider the Pine Street Pedestrian Crossing and I think Alderman Wilshire has comments.

President Wilshire

Yeah when I saw the spreadsheet, I kind of said oh everything they asked except for the Pine Street but that was in the hopes of getting us to move this and get this 90% planned out tonight so that we could move forward at the next meeting and pass the Resolution and send it back to the full Board. Its timing is really what it is.

Chairman Lopez

I'm 100% sure I'm the most pessimistic person in the room, but I'm just waiting for HUD to give us like two thirds of what we're traditionally given and the other third with some crazy plan attached to it that we don't anticipate. So I think it's a great idea for us to have a conversation and everything but I still don't believe this is going to work until we get the money.

Alderwoman Kelly

A couple of things. I was going to ask that question. I think that historically it's at least stayed the same. I don't think that it has been less many times. So that is one I want to just have someone confirm for me.

And the other thing I was talking about is contingencies. I know that Miss Schena when she was here worked really hard with these non-profits to get some really tight numbers. So often times they're already out to bid getting a number back that's real for the project in real-time. That doesn't mean that things aren't going to change even then like you said in a

blink of an eye but I think that it has been the process in the past and I would hope that people are building in contingencies a little bit higher than normal given sort of the state of affairs. So those are my two questions. Is that true in the terms of the process with non-profits bringing numbers ahead and have we gotten less than in previous years?

Chairman Lopez

Miss Chisholm can you answer that?

Deb Chisholm, Interim Urban Programs Manager

So to answer your question about contingencies whether or not the applicants have put a contingency in their own request, I can't necessarily answer that question. That would be better answered perhaps by the non-profits. What I can say is that we did this year, and it also referred to by one of the non-profits, that Mike Youngers from Urban Programs Department went out to many if not all of the applicants to sort of talk about what their projects were to make sure we didn't end up with under funded projects - projects that are if you need a roof and you think it's going to be \$20,000, you probably got a bad quote. Mike is very construction oriented and has a very extensive background. He owned his own construction company so he is very knowledgeable. So the idea was to make sure that the numbers that were coming in from the applicants were actual numbers. I'm certainly not saying that we don't need a contingency, but we're getting better at getting numbers what are much more accurate. Does that answer your question?

Alderwoman Kelly

It does answer my question but if someone from the audience has one of these could talk about whether they have adjusted their contingencies, it would be interesting to hear.

Chairman Lopez

Come on up. Name and address for the record please.

Ashley Fudala

Ashley from the Boys & Girls Club of Greater Nashua at One Positive Place. We did actually take Mike up on his offer to come to the Club, walk him through the project, walk him through, here's what happened, here's kind of our process, here's where we're at, here at the quotes. He was super helpful in saying like yes this makes sense. You did your due diligence. It's my first time. I've never had sewerage backup at the Club before so it was my first time going through that process and having him kind of say yes you dotted your t's and crossed your i's was very, very helpful. I had two very different quotes. One that comes in rip everything out and start from scratch and one that said like nope here's the fix that you can do that will solve your issues. He said like yup these are two good quotes that kind of fit what you need. So having him come out and walk us through that process at least for us at the club was very, very beneficial. He did say that we had room in our contingency and he was the one who I said like this is the quote we got. Is that what we should apply for and he said yes. He felt comfortable with that.

Alderwoman Kelly

So if I could clarify, so what you asked for what exactly what the quote was or did you build in anything?

Ashley Fudala

I believe we rounded up to the nearest dollar. So the quote was \$13,500 and we rounded up to \$14,000.

Chairman Lopez

One of the other plans which I think we have a written application for I believe Miss Baldwin from the Adult Learning Center referred to it as seed money indicated that it was a starter for a much larger fundraising project, so it's worth pointing out. Alderman Klee you've been waiting?

Alderman Klee

Yes, the reason I had mentioned about the contingency was looking at the Gateway quote here. It originally showed \$8,280 which was crossed off and changed to \$8,985 and then it was put 2022 next to it. So we saw an increase and probably when they were originally kind of given a quote to having that built in. It says January 31<sup>st</sup>. By the time they're

going to be able to do this project probably going to be close to the summer and there may be an increase. That's what triggered my brain into considering that we needed some contingencies. Seeing that there was a potential that I don't know and maybe they can explain why this was crossed off and put up with the specific date of January 31<sup>st</sup>. I think that the person who gave the estimate said this is a quote as of this date and it could possibly potentially go up which is why I wanted to and I think there is somebody here from Gateway and maybe they can address that.

Ruth Morrisette, Gateways Community Services

Yes, Ruth Morrisette from Gateways Community Services. The original quote was from a year ago and when we were applying this year, we asked them to re-assess that quote because of the cost of materials and so forth. So that's why the original quote is updated.

Alderman Klee

Just a real, real quick one. So what you're saying is in that year from when you got that one to this one there was a little over \$700 increase in the price, which is just shy. It's about like 9% of the overall project which is – that's significant in my opinion. So that's why, again, I felt that need for us to have even a small contingency to help if your project went overboard that we could possibly help you with it rather than you having to squirrel around trying to and lose your project. So that was my reason for the contingency.

Chairman Lopez

It's also worth pointing out that we literally don't know when HUD is going to give us a full answer yet and their response was you can start making a plan for 60 days longer. So the longer they take, the more prices might go up.

President Wilshire

So it's not unusual that we don't know what we're getting from HUD. Not unusual at all. Most years we don't. Sometime around May we might get it, but I think a contingency would be we'd be able to put something in contingency based on the vacancy in the department or I mean it doesn't have to be \$20,000 or \$30,000 because I think people get quotes. They get quotes closer to the time that they are going to apply. So I think the department has gotten pretty good at working in those parameters.

Chairman Lopez

I appreciate the comment a lot particularly because I didn't want to put Director Sullivan on the spot and be like what have they done the last couple years but I also know (inaudible) for this exact process. It's good to know that we can be a little bit closer to the wire and that this is just a plan that is not out of the ordinary. HUD isn't doing anything crazy or strange. We're just being prudent.

I also think - I'm just being a little bit mindful of there's an incident a couple of years ago – Alderman Wilshire you might remember where I believe the CERF money the Mayor at the time decided not to leave contingency money and then a plow broke. So I'm always mindful of that being a concern and not having contingency but I also realize that you can't necessary plan everything as though a disaster is going to happen.

Alderman Moran

So when it comes to contingency if we go for it, I can only see of all these projects to take it from again the rental and/or pedestrian crosswalk. Those I think are two options. One because it hasn't even been used the rental piece and to continue to allocate something that we don't think is going to be used in a tight housing market I think is not wise – rollover market.

The other is the pedestrian crosswalk could have other potential funding whether it's from the budget season from our actual city budgeting or some other funds that come in our direction. I just don't want to see any of the non-profits lose any of theirs.

Chairman Lopez

Director Sullivan and the person representing the Crosswalk and overseeing the Rental Program and possibly having the extra funding do you have any?

Matt Sullivan, Community Development Director

I again am hesitant to suggest any reductions of any projects until we have a sense of the FY22 salary dollars that might be available but I would otherwise agree that those are the projects that are likely to be decreased in order to meet the needs of the other non-profits. I am an optimist in opposition perhaps to Alderman Lopez, I believe that we may have enough money available to fund all the projects at 100% if we are able to tap into those FY22 salary dollars. In the event that we are not for some reason though, I would agree that a reduction to the Rental Program or the Crosswalk Project would be likely the most prudent of the Committee to make.

Chairman Lopez

Do you have an opinion as to which would be a better choice?

Matt Sullivan, Community Development Director

I do not feel comfortable commenting on that based on my involvement with the Crosswalk and my representation of it this evening and certainly my working relationship with the Economic Development Department.

Chairman Lopez

Okay.

Alderwoman Kelly

I think we are kind of going round and round. I think the allocations that we talked about make sense as a starting point. I would say we could have perhaps when we come back on the second specifically what's in the Rental Improvement Program right now. I think that would help us in our final decision and if you could just confirm as well the Owner Occupied is completely expended. I think those two pieces we can play with at the next meeting.

Chairman Lopez

Alright.

Alderman Klee

Yes and to Alderwoman Kelly's point, I think that the fact that we kind of put dollars to those three - the Owner Occupied, the Rental Improvement Program, and the Pine Street that we somewhat make a recommendation at least to the next meeting that we fund it appropriately to the \$55,797, and the Owner Occupied Housing Improvement, the \$50,000 into the Rental Improvement Program, and \$100,000 into the Pine Street Pedestrian Crossing leaving contingency at zero hoping that maybe there will be some administrative dollars that could possibly go into that and make that recommendation for them to move forward until we get that at the next meeting and then table this. Would that work? I'm going to ask Alderman Wilshire whether or not that would do it.

President Wilshire

Yeah I mean in the past we've actually gone over. Say we had \$750,000 and in our draft resolution, we spent \$780,000. When it came back to the Committee, we had made the final adjustment before we sent it back to full Board.

Chairman Lopez

So my understanding is everybody is comfortable with numbers we have already figured out. Moving forward Miss Chisholm can do the summary and Alderman Klee has been keeping careful, close back-up anyway. So if we are all comfortable and there is no further discussion, can I have a Motion to Table?

Alderman Klee

We have to do the recommendation first. Can I add just to my comment if I may, Mr. Chairman?

Chairman Lopez

Yes

Alderman Klee

Thank you. I would say that if there were monies leftover that we would consider placing them between the contingency, the Rental Improvement Program, and the Owner Occupied Program considering that we're giving the monies to the organizations as they ask for it. So we're not leaving - in the past we've had programs - I remember one time the Adult Learning Center came in for windows that we just could not afford to pay for all of them. We spoke to them and said what would be the least amount that would help you get through and we worked with it that way. It looks like based on the dollar amount that the Community Development people have put in there were able to fund all of these programs as requested. It all comes down to the \$764,000 and that being said, I think those three recommendations we should vote on those and just if we have any additional at the next meeting, consider either upping one of the ones that we've lowered and possibly putting something into contingencies at that point.

Chairman Lopez

So Alderman Wilshire you're saying we need a formal Motion?

Alderman Wilshire

I would. Go line by line and take a vote.

Chairman Lopez

Go line by line and vote for each one?

Alderman Wilshire

Well there are only fourteen, plus you have to also consider the HOME Funds.

Chairman Lopez

Okay.

**MOTION BY ALDERMAN MORAN TO AMEND R-22-025 TO GO LINE ITEM FOR THE REQUEST FOR THE CDBG FUNDS**

Chairman Lopez

Madam Clerk would you read line by line?

Alderman Klee

Sure. I'll start right from the beginning under the requests. Is that where I should start Alderman Wilshire?

Alderman Wilshire

Yes.

**MOTION BY ALDERMAN KLEE - PUBLIC SERVICES ESTIMATED 15 PERCENT CAP AT \$99,600  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - URBAN PROGRAMS DEPARTMENT PROJECT DELIVERY AT \$125,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - URBAN PROGRAMS DEPARTMENT ADMINISTRATIVE 20 PERCENT CAP AT \$141,800  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - OWNER-OCCUPIED HOUSING IMPROVEMENT PROGRAM \$55,797  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - RENTAL IMPROVEMENT PROGRAM AT \$50,000**

**MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - PINE STREET PEDESTRIAN CROSSWALK AT \$100,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - PLUS COMPANY FLOORING AT \$15,623  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - ADULT LEARNING CENTER ROOF HALF COST AT  
\$75,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - THE BOYS AND GIRLS CLUB SEWER PIPE AT \$14,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - NASHUA CHILDREN'S HOME INSULATION AND SEWER SERVICE AT \$23,195  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - THE NASHUA SOUP KITCHEN AND SHELTER QUINCY STREET FLOORING AT  
\$30,000  
MOTION CARRIED (ALDERWOMAN KELLY ABSTAINED)**

**MOTION BY ALDERMAN KLEE - AREA AGENCY/GATEWAYS FENCING \$8,985  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - THE OPPORTUNITY NETWORKS WINDOWS AT \$25,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - HOME GRANT ESTIMATE AT \$427,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - HOME GRANT ADMINISTRATION COST AT \$42,700  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - COMMUNITY HOUSING DEVELOPMENT ORGANIZATION (CHDO) RESERVE AT  
\$64,050  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - HOMEBUYER ASSISTANCE PROGRAM AT \$55,000  
MOTION CARRIED**

**MOTION BY ALDERMAN KLEE - AFFORDABLE HOUSING DEVELOPMENT \$265,250  
MOTION CARRIED**

Alderman Klee

Mr. Chairman we've had unanimous votes on all of them with the exception of one abstention for line 20 Nashua Soup Kitchen's Quincy Street flooring.

Chairman Lopez

So this is the plan that we have at the moment, but now we can table it until next month. Alderman Moran?

Alderman Moran

I have one question and then I'd like to make the Motion to Table. The Rolling Housing Fund, those go to other agencies at some point?

Chairman Lopez

Director Sullivan?

Matt Sullivan, Community Development Director

I believe you're referring to the HOME Funds for the rolling housing monies. Those will ultimately be allocated to agencies most likely yes, but there are potentially other parties or recipients for those funds. I'd be happy to provide a history for those again to if that would be helpful?

Alderman Moran

That would be great. One final question, how do you decide what agencies get those?

Matt Sullivan, Community Development Director

The Home Funds?

Alderman Moran

Yes.

Matt Sullivan, Community Development Director

It's an administrative process within Urban Programs Department but I can, again, provide further detail with maybe seriously a flow chart.

Alderman Moran

That would be helpful.

Chairman Lopez

It's also on the website, the city site.

Alderman Moran

I'm just curious, how does the application process works.

**MOTION BY ALDERMAN MORAN TO TABLE R-22-025 AS AMENDED  
MOTION CARRIED**

NEW BUSINESS – ORDINANCES – None

TABLED IN COMMITTEE – None

GENERAL DISCUSSION

Alderman Klee

Thank you. I just want to make a quick comment. Year after year that we've done this year, it's kind of a guessing game. We play with that number and work backwards. This is the first time that I can remember since I've been on the Committee, this is my third term on it, that we've actually been pretty much able to fund all of those without having to play let's start with 50% and work our way up to them. So I think this is a good thing that we've been able to do this and I hope that there is more money and putting something back into those ones that we have depleted would be a good plan. So that's all I had to say. Thank you.

Alderwoman Kelly

Yes, I just want to add to that as well. I think there is a lot of really good programming that the City has brought forward and worked on funding in the past number of years, especially with us dealing with having no vacancy whatever in the City. I think some of these rehab programs have done really well.

I say this every year because I think it's really interesting that our City is one of the few that does it like this. A lot of cities just keep the money. So we actually open it up to this process and invite the non-profits in and it's unique to

Nashua thing. I'm always really excited to do this because I think it's an interesting process and it's nice to hear from what the City needs instead of just keeping it all.

Chairman Lopez

I think it's also important to note that our City relies on non-profits a lot. We are next to a State with much more sophisticated public support programs. Our non-profits do a lot of the heavy lifting and I think this is essential for a lot of them to make ends meet and keep things going. I know that the pandemic has really put a lot of them on the back foot and they are trying to reevaluate how to pursue their mission, what their resources are, how to re-engage communities. So I'm impressed that we have as much ability to meet needs as we have this year but I also, again being pessimistic think, there's probably more needs in the community and I'm a little bit concerned that we don't have the same sort of logistical support for grant writing and development that we've had the past. I know Director Sullivan you have my sympathies for needing to fully staff, train, and equip a department and then rebuild all those partnerships that are often personality driven with non-profit organizations.

Alderman Moran

Thank you Mr. Chairman. I'd just like to say that the City did a great job in partnering with non-profits who are sustainable – that have programs that are sustainable and are able to demonstrate that through the application process the bidding. I'm glad to see that no non-profits are being awarded money who don't have sustainable programs in the City and whose CEO's done make a half million dollars. Thank you.

President Wilshire

Thank you. I would like to thank Director Sullivan and Deb Chisholm for the work they have put in on this. I mean it's kind of new to both of them and they've got a pretty good handle on it, so appreciate your work.

Chairman Lopez

If there is no further general discussion, well take public comment. I'll invite any members of the public that would like to come forward? Name and address please for the record.

PUBLIC COMMENT

Laurie Ortolano

Laurie Ortolano, 41 Berkley Street. I just want to comment about what is coming down the pike with these new assessment numbers. I'm a little bit concerned if there is money left from positions that haven't been staffed that are not being rolled into the new positions that are being looked at for next year. I'm a big advocate of not talking salary money and putting it someplace else because of what's going on with the assessments in the City. Your Board packet hopefully will have this piece of information in it which was presented to the Board of Assessors on April 7<sup>th</sup> and it was a first cut estimate of ratios for properties, single family, two family, three family and condos. The ratio as of January 7<sup>th</sup> was at 70% for single family, 65% for two family, and condos it was 70%. The ratio variation though for condos properties - this was all sales data - were at .22% to 1.047%. Meaning some of these properties are only at 22% of their sale price. Those properties are going to get adjusted heavily.

The single family homes, there was a lot of data - 484 properties, almost 500. They did not break down how that ratio distribution was done and I think you're going to see a lot of ranches. You are going to see a lot of lower end homes, the condos, and the ranches, and middle class people hit very hard. It's just going to happen. This data did not take into account the correction for depreciation that's been a problem plaguing the City for 30 years. Vision has not folded that in and I am disappointed with this. This data coming out as of April should have had those corrections in there and they should be talking to us about this. They're producing final numbers in July but what that means is some of these properties - and I live in an old neighborhood. Ward 3 is a great neighborhood to go and tell us what is happening there because Ward 3 has a lot of old properties and Vision is done with Ward 3. They're done with 1 through 7. So they've only got two Wards left that they are finalizing. These depreciation corrections should be done, but you can easily have a \$400,000 home that is getting a \$100,000 depreciation discount that it doesn't deserve and it's going to get corrected. That means with a new tax rate that I would anticipate coming in at \$17.00. That's a property that is going to see a \$1,700 tax increase that isn't expecting it on top of what's being adjusted.

These are serious issues and I'm really concerned about the middle class and the lower income people. They're going to get hammered because of this. What isn't in this data is the commercial property. I'm, again, disappointed with that. We should have commercial data now. We should know but I'll tell you something, the commercial properties haven't lost value because the commercial properties haven't done well.

Alderman Klee

I'm sorry your time is up. I apologize. It wasn't working properly so I apologize.

Laurie Ortolano

Well if better if you moved the big clock over here like they do in Manchester so the public isn't psychologically tortured by the big clock in the back.

Alderman Klee

It's usually here with the lights and I apologize. It wasn't working properly. I just reset it and hopefully it works better.

Chairman Lopez

Additional public comment?

REMARKS BY THE ALDERMEN - None

ADJOURNMENT

**MOTION BY ALDERWOMAN KELLY TO ADJOURN  
MOTION CARRIED**

The meeting was declared adjourned at 8:41 p.m.

Alderman Patricia Klee  
Committee Clerk

## Graham, Donna

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**From:** Chisholm, Deb  
**Sent:** Monday, April 18, 2022 12:23 PM  
**To:** Lopez, Thomas; Klee, Patricia; Moran, Melbourne; Timmons, Gloria; Kelly, Shoshanna  
**Cc:** Wilshire, Lori; Sullivan, Matthew; Graham, Donna  
**Subject:** Human Affairs Committee Meeting Tonight  
**Attachments:** 20220418 CDBG-HOME Sources and Uses DRAFT for HAC.xlsx

Good Afternoon,

At Alderwoman Klee's request, I have attached the latest version of the CDBG/HOME fund spreadsheet for use at the meeting this evening. The allocations have still not been received from HUD. As I have mentioned previously, despite no allocations, we are continuing to follow the Action Plan process and are preparing the Annual Action Plan for FY 23. The funding amounts will be considered estimates until final allocations have been made, and the draft Action Plan and final resolution will be adjusted once actual amounts become known.

I will be attending the meeting tonight in person if additional discussion is needed.

Thank you,

Deb  
Interim Urban Programs Department Manager



**DEB CHISHOLM, PMP**

WATERWAYS MANAGER, CITY OF NASHUA, NH

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<b>CDBG Sources</b>	<b>est 02/17/2022</b>	<b>4/18/2022</b>
Entitlement Award (estimated)	\$664,000.00	\$664,000.00
Estimated program income	\$45,000.00	\$45,000.00
Available for reprogramming:	\$0.00	\$0.00
2022 PLUS Co ADA Bathroom Rehab		\$10,000.00
2022 The Nashua Center - HVAC		\$45,000.00
<b>Total Available</b>	<b>\$709,000.00</b>	<b>\$764,000.00</b>
Subtotal Reprogrammed	\$0.00	\$55,000.00
<b>Requests:</b>		
Public Services estimated (15% cap)	\$99,600.00	\$99,600.00
UPD Project Delivery	\$125,000.00	\$125,000.00
UPD, Administration (20% cap)	\$141,800.00	\$141,800.00
Owner Occupied Housing Improvement	\$50,000.00	\$50,000.00
Rental Improvement Program	\$125,000.00	\$125,000.00
Pine Street Pedestrian Crossing	\$100,000.00	\$30,797.00
PLUS Company - flooring	\$15,623.00	\$15,623.00
Adult Learning Center - roof(half of cost)	\$75,000.00	\$75,000.00
Boys & Girl Club - sewer pipe	\$14,000.00	\$14,000.00
Nashua Children's Home - insulation and sewer servi	\$23,195.00	\$23,195.00
NSKS - Quincy Street - flooring	\$30,000.00	\$30,000.00
Area Agency/Gateways - fencing	\$8,985.00	\$8,985.00
Opportunity Networks - windows	\$25,000.00	\$25,000.00
Contingency		
<b>Subtotal Requests</b>	<b>\$833,203.00</b>	<b>\$764,000.00</b>
<b>Net difference</b>	<b>-\$124,203.00</b>	<b>\$0.00</b>
<b>HOME Grant (estimated)</b>	<b>\$427,000.00</b>	<b>\$427,000.00</b>
Administration	\$42,700.00	\$42,700.00
CHDO	\$64,050.00	\$64,050.00
Home Buyer Assistance	\$55,000.00	\$55,000.00
Affordable Housing Development	\$265,250.00	\$265,250.00
<b>Total HOME</b>	<b>\$427,000.00</b>	<b>\$427,000.00</b>