



CITY OF MORROW, GEORGIA
MAYOR AND CITY COUNCIL MEMBERS

Mayor Jeffrey A. DeTar
Mayor Pro Tem Jeanell Bridges
Councilman Larry Ferguson
Councilwoman Renee S. Knight
Councilwoman Dorothy Dean

August 13, 2019

Work Session Minutes

6:30 pm

Mayor Jeffrey DeTar called the Work Session to order at 6:30pm on August 13, 2019. The meeting took place in the Council Chambers of the Morrow Municipal Complex located at: 1500 Morrow Road, Morrow, GA, 30260.

Facilitator: City Manager Sylvia Redic

Those present were **Mayor Jeffrey DeTar, Mayor Pro Tem Jeanell Bridges, Councilman Larry Ferguson, Councilwoman Renee S. Knight and Councilwoman Dorothy Dean.**

General Discussions

1. Multi-Family Housing & Tax Credits

City Manager Sylvia Redic introduced Skip Pitner and explained he is a broker for the property along Reynolds road, which he can tell you more about, and he has in company tonight of potential interest in the property where we're going to sort of jumpstart our conversation about what is multifamily, what are we interested in seeing and how can we communicate more accurately with interested parties and what we expect for that kind of development. **City Manager Sylvia Redic** introduced the Mayor, Council, City Attorney, City Clerk and herself.

Coldwell Banker Agent Skip Pitner introduced himself and advised he is the listing agent for the property on Reynolds Road behind the Walmart property, right there at the entrance, that a track of land that we're in question tonight about is approximately total 18 acres, you can talk about that property has got an interested party to sitting here tonight that would like to make an offer, if the city is willing to look their way for multifamily, as the listing broker, we had an interested party a while back and they stayed engaged long enough to figure out apparently that something went south, the offer was terminated and then withdrawn, shortly afterwards these folks come to the table and we just started to have a conversation with Sylvia saying, hey look, this is a process that the seller spends a lot of time, a lot of money, brokers, potential buyers, they spent a lot of money and we were in a position that if you want this type of multifamily, then we want to do business, if you know that you do or you don't, we just needed clarification from the listing side, the seller side because we don't want to waste anybody's time. **Coldwell Banker Agent Skip Pitner** advised the very first day I listed the property, I'd call Ms. Redic and ask her, what can I bring you? I'm here to help you, and the conversation was, hey, listen, see what



would enhance the city and we've got some people interested we just need to try and move forward, what I'm looking for out of tonight's meeting is a decision if you can, either you're for multifamily or you not. **Coldwell Banker Agent Skip Pitner** continued these folks don't want to waste their time and the seller and I have already wasted a lot of time, a lot of money, we'll shift gears and go in the direction, we want to go in, if this is not the direction that the city feels they want to go with. **CRN Development LLC Thomas Ward** introduced himself and his daughter Carrie Cornelison, I'm a developer and I develop apartments all the southeast, mainly the ones that we use are tax credits, every state has its own program and those tax credits are allocated through bonds or through competition through the 9% through DCA and so with interest rates where they are today, which are beyond low, they're low low, the opportunity to do more tax credit deals is now and that allows us to build affordable housing for workforce housing is, this is not a public housing and it's not section eight it is for the person that's in that gap and that gap is people that make \$12 to \$25 an hour, that's a hard place to find housing in Atlanta, you've got \$2,000 a month for apartments, these apartments run in between a one bedroom \$750, two bedroom \$850, three bedroom \$950 and again, those are set rents in the income that people could live in those units is based on a number of people like, if you have two children or one child or whatever so those things do change and that's a family deal, that's what we're kind of looking towards here, the other ones that we're doing, we're doing elderly. **CRN Development LLC Thomas Ward** continued I work at doing an elderly products, same thing, it runs the rents are exactly the same, that one bedroom \$750, \$850 for two, the thing about the elderly though, it's so hard to do elderly cost of operation, but with the interest rates where they are today and we've been very fortunate and we've got one under construction and I call them the C's; Carrollton, Covington and Conyers I've got 3 under construction, all of those, ones a 100, ones 120 and another ones 120, just finished one in Pooler, Georgia, one in Richmond Hill, Georgia, Richmond hills in 82, that's about small as you can go, so those are the products that we're looking at, they are no different, then any product that you see conventional, they don't have granite counter tops though, I mean they don't do that, they're nice and I've got some pictures I'll leave with you, you can look at and I'll leave you my card too, so you can call me, if you want to go look at something that we've done, we would love for you to come visit any product that we have out there, I'm not really sure what information you need from me, I looked at this property, one side's like 10 acres, almost 11 and I was saying you could probably do based on the price of the property, you'd have to do right at a 100, you could probably do between a hundred and 120, you can get by, if you did in the elderly in this area you'd want to do close to anywhere between 80 and a 100, you'd want to be under a hundred problems and so that's kind of the product in that the way you get, we get the money is that we have to get it rezoned, of course before we can even go anywhere, we have to get it rezoned and then we go to DCA we'd do a market study, environmental that cost about \$50,000 to \$60,000 per application that we turn in to the state, then within 72 days, they tell us if there were going to be able to get the bonds that we would need and then after that, if we are approved by DCA, then we go to Freddie Mac or Jennie Mae and that's where you get the loan and then to get the tax credits, once we get to N42 letter from the state, we go to a development authority in the county, the City attorney has probably done this before, we can get them from the local housing authorities, and they issue the bond and that's where the tax credits come from, so that's kind of the mix and how we do it. It takes approximately six months from beginning to end to get it and then you start construction six to nine months down the road and right now they're running us total development costs approximately \$150,000 a unit. **CRN Development LLC Thomas Ward** explained construction costs, it goes up every day it



seems like, but it's just a construction, hard cost construction \$115,000 for a year, they have club houses, they have swimming pools, they have everything, every apartment complex has its just tenants that we have, they're in that income bracket and that's what we have to do, they have to give us their tax returns every year, we had to verify that they have to pass criminal background checks and credit checks, so the thing is we had to do it every year, that's required, the company that I use, that's my partner, we have 13,000 units under management right now, that company actually owns 7,000. **Mayor Pro Tem Jeanell Bridges** asked can you tell me the difference in the two units; the regular apartments and the elderly? **CRN Development LLC Thomas Ward** responded yes, the difference, I think the best way to show it to you is to give you a picture, the elderly, it's in one building, and it's in a L shape (presented Mayor and Council with multiple pictures including a family two story walk up, a three story walk up) the elderly is all interior halls so they don't have to go outside, they have key fobs to get in the door for security reasons, family they have stairs they walk up just like a regular conventional apartment, this is one that we have under construction right now, it kind of gives you a layout and that is in Covington, we just started doing the ground work on that, so it's a spoke, you see how those wings come out, so you can design based on your property so you can do your spokes anyway you want to, that's 122 units, that other one that you have the picture that is in Way's station that's in Richmond Hill and say you two units. **Councilwoman Renee Knight** asked so what exterior materials do you use? **CRN Development LLC Thomas Ward** replied hardiplank, brick, the only vinyl that you use in soffit, we use a earthcraft construction for longevity and for energy efficiency, we use all energy star appliances and these are all state mandated, so you build a product that the state requires you to and you have to build it longevity and all of them have different amenities, the elderly has a different amenities, they have computer lab, community kitchen, they have a card room and an exercise room and then outside is a gazebo and normally an outside porch as well and the family of course they're a little bit different, they have a little exercise room, swimming pool and also outside for children a playground. **Councilwoman Renee Knight** mentioned so the concern is that that site right behind Walmart being so close to an elementary school and the access to traffic and the traffic pattern that already exists there and the type of units that we would probably be interested in if we're interested in at all, it would have to heavily consider what's already there and the impact of adding traffic, correct. **CRN Development LLC Thomas Ward** responded that's correct, yes ma'am, matter of fact, that one that you're looking at the Covington next door is there is a school next door. **Councilwoman Renee Knight** asked and this is senior? **CRN Development LLC Thomas Ward** replied that is a senior, yes ma'am because the senior has the less impact than almost anything, it's even less than commercial so I could see that it because I just don't go, they don't get up at eight o'clock and run out. **Councilwoman Renee Knight** commented the in and out traffic, no, but I could, I can understand that, you know, not everyone's going to have a car, but accessibility to amenities in the community are important and sidewalks. **CRN Development LLC Thomas Ward** clarified yes ma'am our sidewalks go all the way out to the street, a bus stop or a covered area like that right up front they actually can drive right under to pick people up and get the community bus, which most places do have for seniors so it does have that for transportation. **Councilwoman Dorothy Dean** asked I have a question about the emergency exit plan for this type of unit. **CRN Development LLC Thomas Ward** explained there are doors here (pointed on drawings) I'm not sure, you can see, there's a door here, a door at the end, door on that side, it's kind of like, like when you go to a hotel, you know they're only ends and in the middle, but the fire marshal they look over our plans and they're all sprinkled, so they all are up to code, and we have all the elderly units are



handicapped adaptable that so if they need some type of service, we also have 5% handicap and 2% sensory impaired units. **Mayor Jeffrey DeTar** commented a good bit of the past resistance to multifamily housing has been that we would have to relax some code requirements to create these construction type projects and frankly we're not real interested in relaxing the codes, zoning is a different issue, but the building codes and the setbacks and the amenities and the landscaping, the sidewalks, all of these are things that we like in the quality state that we have written and we want to ensure that that's going to happen and we would also like some kind of reassurance of course you can't just say this is going to happen, but what's it going to look like 25 years? this is what it looks like today, we would like a construction project that's going to look close to this in 25 years and those are the things that we have concerns with, where you place something matters, but it sounds like a reasonable process for what we're talking about, the reason we don't have multi-family specifically in the codes is because of the issues. **CRN Development LLC Thomas Ward** advised one of the things, some of these, this type are all of the tax credit properties is the state monitors it completely that, they're out there, there's three people that come, your investors come, that buy the tax credits, the bank comes or Freddie Mac comes in and the state comes you actually have three people that are out there on regular basis and you must maintain that property in the proper manner and it's for 30 years, the State just went from 20 to 30. **Mayor Jeffrey DeTar** added I think you'll hear if you talk with everyone individually, zoning will not be the issue, the issue is the quality of the product and the impact it will have on the immediate community and you'll hear those concerns and that's what holds us most dearly is the quality of life in Morrow is pretty good and we like it to stay there, so those would be our main concern and that's why I invite you to go, I invite you to read our building codes, that would not be as negotiable as zoning. **CRN Development LLC Thomas Ward** asked if you had no multifamily, how do you build if you have no zoning that allows. **City Manager Sylvia Redic** clarified we do have existing multifamily, the last multifamily development that was built, was built in the 87 which was Northridge, which was a condominium, so we have two condominium complexes, one of apartment complex and one that touts themselves as a townhouse, which basically serves as an apartment complex, it's just, that they were built in a time before we put certain restrictions where we started to envelop the multi-family within our mixed us, we haven't built out specifically only multifamily since 1987. **CRN Development LLC Thomas Ward** responded that's fine, okay, perfect, I will absolutely read the code, that was built under their gateway code in Richmond Hill, GA so we had to do exactly as they told us, we even had to pick their shingles, we had to pick their colors and everything else their brick and a mortar. **Mayor Pro Tem Jeanell Bridges** asked where in Carrollton are you building? **CRN Development LLC Thomas Ward** responded it's on the north side, you know where the grocery store as you go north, it's further north of the hospital almost going out of town, there's Ace hardware and there's a grocery store right in that there's a triangle area right there, that's where it's being built today and it's not finished, it's still got four months left of construction, I can send you a map and I'm going to leave a cards for y'all and you just call me any questions you might have, I'll be glad to answer. **City Manager Sylvia Redic** asked what's the oldest property you built? **CRN Development LLC Thomas Ward** responded we've got a 22 years ago or 23 one in Griffin, GA, that's probably as one as it goes the program only started in 1985 or 86. **Councilwoman Dorothy Dean** questioned after you build who manages the property and how long do you managed it? **CRN Development LLC Thomas Ward** answered our company, 30 years the Gateway Company management company, located in Birmingham and they're the ones that they have 13,000 number management unit, have in the North Carolina, Georgia, Tennessee, Alabama, South



Carolina. **Councilwoman Renee Knight** asked and so there are satellite offices? So the company that manages it is out of state, but you have a presence? Well, what kind of presence? **CRN Development LLC Thomas Ward** responded we have regional managers in each area, areas that they live in, managing about five or six complexes. **Councilwoman Renee Knight** questioned so a regional manager may have several properties, several sites, and they visit each site and manage it in that manner, okay and there is an onsite manager. **CRN Development LLC Thomas Ward** clarified on a larger properties, you might have a full time manager and a part time manager, we also have full time maintenance person. **City Manager Sylvia Redic** asked do the onsite managers, live on site? **CRN Development LLC Thomas Ward** stated no ma'am, they do not.

City Manager Sylvia Redic further discussed so you know, when we're talking about, multifamily housing and what we like or we don't like, as he mentioned, I took Jeanell and Dorothy on sort of a local tour, we visited about eight different complexes right here, these are just random samples of stuff because at some point we're going to and if our answer is that we are in fact interested in multifamily, we need to be able to articulate what we're going to require of it, so these are handed to you another particular order, they don't belong to anybody, nobody owns it, nobody knows the people who own it, nobody knows who built it, we're just giving you some samples to save you on the Google search because multifamily housing looks a lot of different ways, you know, the one in your packet is specifically from the fieldstone development, that was built in 2002, it's on page four in your packet, it's down below the Clayton Performing Arts Center and so it was built in 2002 and this is still what it looks. **Councilwoman Renee Knight** asked is this a tax credit property? **City Manager Sylvia Redic** responded no, this is just a local multifamily housing, so what's interesting is, and, and thank you for that question and Councilwoman, because the question we wonder out loud to ourselves and with each other is like, is the tax credit property, could it actually end up being a better property because the DCA is regulating its materials, we don't know that, part of the conversation is going to need to be and we will have hopefully the upcoming DDA meeting is, you're going to talk to people who might not be interested in tax credits, but you might like their product less, I mean because they aren't governed by, they don't have to use hardiplank and brick, now we don't know, that doesn't mean we have to allow them, I'm just saying is that I feel like we've gotten to an instant reaction to the words tax credit, that may not be fair to the words tax credit and if it's something that you all don't want, that's fine, but the, like the Richmond Hill property, he's talking about that's in a gateway development where they governed even the shingles they used and he's saying that's a tax credit property, maybe, I don't know, maybe we are diabolically opposed to it, but that's the discussion we need to have and so if we are, if we say we don't want anything that's built with tax credits, then that's what we'll need to hear and that, and not just for this developer, but we see an increase in interest for multifamily housing and not only in this property but the property across from Costco, the property at Olde Town Morrow, so we just need to sort of have an idea the Council does and the planning and zoning board will need to be involved and the development authority will need to be involved and the URA when, when it's their property, obviously and one thing, so he's saying this transaction, any tax credit transaction will include the development authority? **City Attorney Winston Denmark** explained not necessarily the development authority, he said an authority, so it could be housing authority or Development Authority but it would be an authority. **City Manager Sylvia Redic** stated so I don't think we understood that part, so we don't want to wait until the last minute to include them in the conversation. **Councilman Larry Ferguson**



mentioned I would encourage going out to see some of the properties, I think Sylvia mentioned that she's gone out with Jeanell maybe Dorothy to see some to know and to know what you're turning down and to sort of discover what Renee is asking us, which ones are market rate? Can you tell the difference between them? This one right here is kind of, kind of strikes me as kind of boxy, whereas this one right here might be attached, could have property as well for seniors or maybe built with 9% credits, which is a more lucrative program as this one might be 4% and I help Sylvia with these photos, this is her package and this is the one I submitted today and you're welcome to look through these, these are mostly family properties I'm looking at and here's some suggestions as we look forward into investigating this as, you know, and you can read these, you have a copy, it's in your package and you know, the energy efficiency standards and things of that nature but instead of saying across the board, we don't want tax credits or we don't want multifamily, it might be useful to go see other projects, in other cities like Fayetteville, which has not had a lot of multifamily in it over the years as opposed to what we have here in Clayton County we have a ton of multifamily housing and we're very close to it by the way, on Mt. Zion road, you can see it there and also Southlake Parkway that loops around, we have over a thousand units, you know right here, very close to us and so we've heard from what three people now about multifamily housing. **City Manager Sylvia Redic** added well, a fourth one, if you include the one they came in on Friday. **Councilman Larry Ferguson** continued so can we may be hearing more about this, so to get out there and look at it and maybe get a list of his properties, it sounds like he's on the outer edges of some of the smaller cities, they also have properties closer to you and in this in the Atlanta area, not necessarily the people we heard from tonight, but other investors, there's multiple investors involved in this, I wrote those things down, the last part of this presentation as some of the older properties things we probably wouldn't want to see here, actually some of these we're probably sub rehabs, they've just been freshly painted things of this nature, the two story probably wouldn't be interested in that, so I'll put this together just to kind of visualize what it could be, this kind of an upscale property here, four stories, some of the senior properties, this is not necessarily, these are not senior properties here to my knowledge but some of the senior properties, have a lot of amenities involved in terms of creating a community area where you can get together for birthdays, Thanksgiving, you get to know your neighbors, dance clubs, seeing the senior dance club perform, so it really can be a community within itself. **Councilwoman Renee Knight** commented I think my point in discussion and conversation that I feel like we should consider not so much being stuck on whether or not we should or should not have tax credit properties in the city, my concern and perspective is a little bit more about affordable housing and there's two ways to look at it, in my opinion, Clayton County, I wouldn't want us to get saturated and over inundated by affordable housing and that being the only market that we can attract as multifamily housing it's important to have affordable housing but market rents in Clayton county are already affordable so that's more of what my concern is, if we want to grow and have a diverse economic pool of citizens the tax credit conversation, to me it's not to say that it's not attractive, it is attractive but thinking in terms of planning and growth, the diversity of incomes, some of the things that keep us as a county and our retail area keeps us at a certain level it's because of the incomes that we have in our midst and again, don't get me wrong, affordable housing is very important, but if there's an opportunity to be considered an affordable place to live without having specific programs where a one bedroom is \$750 a two bedroom is \$850, a three bedroom is \$950, that's the market rate in the county already so at what point do we want to be the place that kind of attracts a different mix of incomes in the multifamily housing market? That's my concern. **City Manager Sylvia Redic** asked and do you feel like he was



saying or do you, anybody know the price per unit? Is that driven by the tax credit? Like it has to be \$750, \$850, \$950? **Councilwoman Renee Knight** responded he wasn't very specific and you know, that's a follow up question to understand how those rental rates are based on. **City Attorney Winston Denmark** interjected it's based on the median income, the area median income. **Councilwoman Renee Knight** continued so building more of the same will keep us where we are to some degree, especially if we're wanting to kind of grow the impression and the demographics of who lives in the city so that we're more attractive and again, please don't get me wrong, I'm not saying affordable housing is not important, it is very important, but Clayton County is already an affordable housing market. **City Manager Sylvia Redic** stated so I thought it was interesting that he specifically pointed out there aren't going to be granite countertops, but the guy that we were talking to that came in through Ackerman that wants to build market rate, he specifically said all countertops are granite so it seems to be some sort of touched on measure of the, you know, the higher end and so to your point, you might want to see rates that start at \$900 for a one bedroom and go up to \$1300 for it, as opposed to the highest rate or per unit being less than a thousand. **Councilwoman Renee Knight** responded which to me is a continuation of what's available already. **City Manager Sylvia Redic** stated no, I understand so that's an excellent perspective to consider to the mayor's point, it's not about zoning, it's about quality, the quality and what the building material will drive the price and maybe that's what you do you're only interested in units that start at \$1,000 not in there or something like that. **City Manager Sylvia Redic** asked is anybody opposed to multifamily housing on Reynold road? Because that's a legitimate opposition to have, obviously I need to tell you that, but it's just, if we want to say we don't want a multifamily housing on Reynolds road, you can say that, you can say, no, we're going to stick to, it needs to be single family detached or mixed use if you want it or just keep it purely residential and then Winston can advise us on what does that mean to us in the future, if you've got these homes that are old and all they ever get to be in there kind of big parcels and all they ever get to be are just single family detached housing, will that stand up against us? You don't have to answer me now because then as it then, because it's zoned residential and we can keep it that way, so maybe the conversation is, is as much about where it goes as what you want to see there. **Councilwoman Renee Knight** commented I think the peaked interest is senior housing being a possibility at that site because it's not going to be such a high impact right next to an elementary school, limited access as it is, you know, so that would be more attractive than, you know, multifamily where, you know, a family base, you know, one to two cars for each apartment possibly you know, the possibility of a number of kids and that impact on the elementary school right there, although it's convenient, you know, having to understand putting that number of families with kids and what would that impact be and understand, that's to me that's a little bit more study and understanding what would be the impact to that school right there, which is a pretty small school, senior housing you know, it just seems like it would be a more organic spot. **Mayor Pro Tem Jeanell Bridges** stated I agree with that, that may mean they can be built more attractive, but that's a good place, that's a good location. **City Manager Sylvia Redic** commented well, since he boasted about Richmond Hill, I'll be interested to see what Richmond Hill looks like. **Mayor Pro Tem Jeanell Bridges** stated especially with traffic there, that will be a big issue. **Councilman Larry Ferguson** asked so coming out of this discussion perhaps is you know, we're gaining that, you know, there's different points of view or various points of view, even various knowledge which, which helps and if we go forward multifamily housing, then at least we can gain how much break do we want? How much hardiplank we want? Do we want to prohibit vinyl siding or are we going to require EarthCraft or lead certification? even if we're outside the tax credit program,



kind of keep, those are good building models in my opinion and even if we ended up going with a over Mt. Zion road across from Costco, maybe that component that you got right here, that would look kind of you know, upscale for that area, I don't know, but it's going to be driven by the market, do we have people with the incomes to pay that kind of rent like \$1,000 a month for a one bedroom or \$1,400 for a three bedroom. **City Manager Sylvia Redic** responded well, I, you know, to Councilwoman Knight's point is if all you're ever serving is all you've ever served, then when would you expect new people to show up and, and give us an opportunity to create more, you know, go upward instead of just staying at a plateau. **Mayor Jeffrey DeTar** advised and if all the developers that you've ever attracted to the City of Morrow have not been interested in doing that, where do you go from there, we have to figure out a method to make it happen, if that's what our vision. **Councilman Larry Ferguson** stated we can only do so much with our codes. **Mayor Jeffrey DeTar** stated so far our methods of trying to make it happen have not been overly successful, so if we're going to attract a higher level income family, then we have to figure out how to put the necessities in place to make that attractive to those people. **Councilman Larry Ferguson** continued yeah, I think maybe that's the attraction is the big thing, who wants to live here and is an investor going to be able to conclude that I can rent out a one bedroom for \$1000 bucks cause somebody wants to be close to the airport and they're flying in and out every week, that's, we'd be competing with Hapeville at that time, things like that, we can compete in that market. **City Manager Sylvia Redic** commented yeah, close to the airport, accessible to the interstate and a mall right across the street has a different product in a different area. Right? **Councilman Larry Ferguson** interjected we've got great restaurants and theater on that roadway right there and you could walk to it, and several universities, if you want to increase your education, so those, those things are accountable and especially if the, the multifamily that is in this area has occupancy rates that are 95% and 80% occupied, that shows that there's room to grow in this market, if there's occupancy rates that are in the 80s, it kind of shows that there's no, you know, demand here is, it's going to be higher in other areas potentially, so we can control the codes with what quality development we want and where we want to put it, allow it, zone it, those kind of things, but the demand, you know, the attractiveness is a big part of it too. **Councilwoman Renee Knight** stated well this is the early side of a different type of outreach, I think, multifamily housing on the south side, it's beginning to increase the desirability for builders to come in this direction to see what's available and what's developable, it's still on the earlier side, so giving away what we have to, you know, the, the first offer, I don't think all of the offers that have come in have been tax credit. **City Manager Sylvia Redic** responded no, no, well let me say that no, I shouldn't say that, the only offer that ever made it beyond a "one" conversation that wasn't tax credit was the one we just got last week from a Robert Kelly is the guy's name, every other offer, including the ones that you know, came at a result of that county development thing, they've all been tax credit driven, everybody wants to know and you know, they've all got their questionnaires and then send us this long line of how far is this from the warehouses that have been built, how far is this from other, you know, university, all these questions and I will sometimes tell them like, dude, I'm not doing your homework, you know, like I'll answer the ones I know off the top of my head, but I'm not going to spend a lot of time researching it, so I would say that the offer we got last week was the first offer that specifically said it was not tax credit driven and that is for the Old Towne Morrow but I can tell you right now just looking at it and I sent the link to maybe all of you, I know some of you couldn't open it, but they looked like monopoly houses that have been sat down, so I can tell you already, even if we like the thought of all marble countertops, we would have things to say about their exterior construction. **Councilman Larry**



Ferguson agreed we don't want shoe boxes, side by side. **City Manager Sylvia Redic** continued and that's exactly what they, I mean they look, they're clean and bright because they're all at the beach, I was like, do you build anything? that doesn't need a beach, because when you put a beach in close proximity, it changes the game. **Mayor Jeffrey DeTar** advised so you hit on something there, we don't have something like that, that attracts and we need to be working on the ideas that are going to create that atmosphere that does attract and that's the biggest issue that we've got, everybody wants to quality, not everybody with money in their pocket to build something, wants to put that here, so we have to figure out why and we have to put the things in place that make them want to do that and then we're still dealing with two separate questions, are we comfortable with multifamily housing in one form or another? And then we have to look at the projects that are being presented and what I'm hearing is multifamily is a fairly popular idea and now we have to decide how to make what our vision is, how's that going to happen? **City Manager Sylvia Redic** reminded Council so if you remember, Mr Pitner asked for one thing tonight, if it's possible to give him, would you be agreeable to some form, maybe senior housing only on Reynolds road or is it time to say we really don't want multifamily on Reynolds Road? Find a different direction, does anybody, I feel like we would be comfortable saying at least from two of you, clearly that we would be agreeable to a senior developmental on Reynolds road, but not something that create more than that, ok so three, okay. **Councilwoman Dorothy Dean** stated that makes sense to me, what Renee was saying, the school and not having so many, so much impact on the school and stuff like that, I think, you know, considering, yeah, I think the school there. **Councilman Larry Ferguson** mentioned I'm hearing some positives, but I think you should also condition it, go see what's out there this is kind of stale and this is set up to where in the future that looks more like a assisted living, you know, so are these tax credit programs, I believe they can opt out after a certain number of years and that looks that looks more like an assisted living, but it's got the central focus as well, where the amenity package can be but there's some others out there that are more like that I think was better than what this is, there's one at forest park actually that's actually looks like this. **Councilwoman Renee Knight** explained I think they would need to understand that, we do want to have a specific look on the product delivered and it's definitely not going to be that. **Councilwoman Dorothy Dean** asked is this his only model for senior? **Mayor Pro Tem Jeanell Bridges** responded he said this was not. **Mayor Jeffrey DeTar** commented he mentioned there are lots of other properties to look at, these are the three closest ones in the photos, these are the typical. **Councilwoman Renee Knight** mentioned also understanding, the site plan and how the building would sit and how he would develop access onto it, how access to that property and the impact of Reynolds road because it's just very limited back there, the school already creates a lot of traffic when they're events, you know, on a FreedomFest Field it becomes limited, so just understanding is it a driveway with the property setback or you know, are we asking for this is our side, are we requiring a buffer of some sort, you know, just understanding how it's going to sit on the site and then what the accessibility is going to look like, I think it's very important specifically for that site. **Councilman Larry Ferguson** responded yes and some of that might be addressed because of the traffic, particularly at the school times might be a, if we're going require it might be a traffic study, deceleration lanes where you can pull off and slow down, they go into those apartments or another item might be he's mentioned it gives the unit count was around his average unit count that he mentioned, whether it be family or seniors was a hundred unit, which is pretty small and today's multifamily in a metropolitan area, like we are and talking to some city planners, they were saying 18 to 14 units per acre is about right and what that comes up to be is for 18



acres that equals 324 units Max for that Reynolds Rd track, and that would be three story buildings, roughly three to four stories. **City Manager Sylvia Redic** stated well that seems contrary to tell them you don't have an impact on traffic, but he has to build three times as many units as he plans to. **Councilman Larry Ferguson** responded I'm requiring that, I'm just saying that that other city planning format, because density is encouraged like by Atlanta regional commission, if we wanted to say 14 units as the most we'll do in our zoning code, then that would put it at 252 units, at that point when we start doing our homework and zoning board members can start going out yes, if elected officials or a city staff, city manager you to go out and start looking at properties in the area like Fayetteville or you know, other areas and say, how many units do you have here? And you get a feel like, how would this look at Reynolds Road? You know, that you're going get three stories but 252 units, you're going to start getting three story buildings and you get to see the spacing between them, you know, the fire code comes into play as well, we have the space in between the units, you have access along that, you know, perhaps around the back of the building access. **City Manager Sylvia Redic** commented I just think three stories is a lot for senior housing, that means somebody is walking on three flights of stairs. **Councilman Larry Ferguson** continued it really doesn't, senior housing is three and four stories tall, but you have an elevator, you typically have two elevators and when you get around. **Councilwoman Dorothy Dean** added then you have the long hallways. **Councilman Larry Ferguson** responded you know that you do, that's right. **Councilwoman Dorothy Dean** continued it becomes stale and stagnated after a while because you don't the ventilation. **Councilman Larry Ferguson** interrupted and that's what the market is baring, that's renting out, those are economically viable properties at market rate as well, if you get the right area that people want to live, the senior properties are they dot the Atlanta metropolitan area, there's quite a few of them, I think Sylvia's going to talk to some people with Georgia DCA to find out where some of theirs are, they have some of the most lucrative programs, but there again, if we're at that, we might not want to sire, even though after tax credits expire, the investor can't at some point may have the ability to opt out of the program and go market rate. **Councilwoman Renee Knight** explained I don't, I think this particular developer and his comfort level and understanding where his profitability is falls in line with anywhere between 80 to a hundred units for the senior housing and 102 to 120 for a family. **Councilman Larry Ferguson** stated and I didn't get whether he was just put going up of both of those there or just choose one or the other, I didn't know. **Councilwoman Renee Knight** continued it sounded like he was asking us, it sounds like one or the other. **Councilman Larry Ferguson** stated that's going to leave him a lot of money in the bank, a lot of land in the bank for a future development, maybe a phase two. **Councilwoman Renee Knight** stated I mean, but controlling the zoning is the tool that the city has, so wanting more units on a property like that where our leading point of discussion is accessibility all for that area, I mean I don't see the value in increasing the number of units we do for that site, when there are other sites that, you know, on the Mt. Zion road side of things, you know, there's different types of infrastructure available, public transportation is available on that side of town. So, you know, understanding this isn't the only site where multifamily housing can go, but you know, wanting a specific quality of life and a specific product being mindful of what may fit better on the two sides of town as I like to call it. **Councilman Larry Ferguson** commented so it sounds like you're working on it.

2. Mauldin & Jenkins Engagement Letter- Comprehensive Annual Financial Audit



City Manager Sylvia Redic reminded Council as you know, we do our annual budget every year and as Winston has just reminded me this is our fourth renewal, so the contract is no longer in place, but we don't have to go out to bid because it's a professional service, so I'm just reminding you that this is the last year, the contracts in place, so next year we're going to have to look at either hiring, contracting with them again, or if you want to find another auditor, which I would not recommend they serve as well, they serve the majority of, I shouldn't say that they serve a lot of cities, I don't know if it counts to the majority they served a lot of cities and Georgia, they've always done a great product with us, Rolando so if you have any input you can certainly bring it forward and share it with us now. **Finance Director Rolando Hernandez** added well, they are very reputable in the state working with cities and counties and they are one of the biggest companies in the whole state, I've done two audits with them and am very pleased with them, they are pretty good. **City Manager Sylvia Redic** commented so you've got a year to figure it out, I'm just letting you notice the last year built into their contract.

3. Retail Strategies Contract

City Manager Sylvia Redic stated as you know, we talked about it at the last meeting, Retail Strategies, our contract is going to be up with that group, they are a retail recruitment enterprise, I feel like we've had a great deal of success with them, we see the Planet Fitness, the Bio lab, Roses earlier with the Hennessy property that they helped with, we've seen some success and they told us when we first signed up with them that they usually don't see success to the third year and that has proven to be true, although we got a little earlier success, we have some other things that we're not at liberty to talk freely about that there stirring that I would hate to lose the momentum for so we will be asking the mayor to approve that for the next agenda to go into contract again for a one year with an option to renew two additional years. **Councilman Larry Ferguson** question what is the Hennessy again? **City Manager Sylvia Redic** replied it that was the property on, I think it was Nolan court where if there's a, it was a warehouse property they contacted Retail Strategies, that's not their thing, they do retail and restaurants, but they helped us connect with those and I'm going to forget cause I know what his Hennessy, I forget the name of the business that ended up opening, so anyway, we have measurable success and like I say, you've got a whole team of people that are working for you in place of, you know, for cheaper than one salary to have one person doing it, so I talked to them all the time, they're very communicative, they can certainly be here at the next meeting, I may have asked them to be so to, to address any questions that you guys have, so anybody have anything they want to ask me or say, please feel free to email me if you have other questions.

4. Council Retreat

City Manager Sylvia Redic advised we just want to remind you that you had all talked about doing a series of retreats, is it time for one? Would you like to do it internally? Would you like to engage Langford Holbrook, again? It's just time for just discussion, it's time to start talking about do you want one, do you want to do it internally and what dates do you want to look at? **Mayor Jeffrey DeTar** added Council do we need to retreat? I would say yes. **Councilwoman Renee Knight** added I would say so. **Councilman Larry Ferguson** asked would be a good time to schedule it for January. **Mayor Jeffrey**



DeTar stated in my opinion, there's no bad time, it's better to do it sooner, in my opinion there is no bad time. **Councilwoman Dorothy Dean** asked don't we have some business to look at before the end of the year, didn't we have a plan/goals for the year? **Mayor Jeffrey DeTar** responded we've got a dozen different things that we need to look at or near retreat would be a good time to discuss it.

Councilwoman Dorothy Dean added before the next year comes in and to see where we are. **City Manager** stated so it sounds like we want one, question do you think you foresee it to be an internal or to have the facilitator? **Mayor Jeffrey DeTar** mentioned there's a half and a half version, we really need a facilitator to run the meeting because I tend to talk too much and some other people tend to dominate the conversation so a mediator or facilitator, whichever way is a very good idea, I don't think we need to go through the structured gaming that we normally do, what we need is a free flow of discussion and some ideas to put on the table that need to be discussed and then we need to figure out why we'd like to do about this, that's my opinion. **City Manager Sylvia Redic** continued okay, so we want one and it's going to be a facilitator, so why don't we get some date options and the next few months then we'll shoot those out to you guys and that's the way we will start instead of y'all figuring out a day than he or she want him to be available, did you want a different facilitator? **Mayor Jeffrey DeTar** mentioned I'd be comfortable going with a different facilitator, this type of thing, we're trying to generate something new and the more comfortable you get within an individual the less likely that's going to happen, my experience, and that's my opinion, I think we should find someone new. It does not have to be a GMA person, so if there are other places to go to find someone, that's okay. **Councilwoman Renee Knight** added I'm of the opinion that I think he gets us, he's got a system that has worked for us, we've come away with actionable items and understanding what we've executed, what needs to be done to close out and then start the new year, I think it would be valuable to have him be in a part of the discussion it's a set up that we are familiar with and it has worked for the last year and a half. **Mayor Jeffrey DeTar** added the rest of the council should actually talk about these ideas because it does matter, the methodology is sound both ways. **City Manager Sylvia Redic** inquired so maybe we'll continue the discussion and it offsite and maybe y'all amongst yourselves, we don't have to decide it tonight and I know we're all interested. **Mayor Jeffrey DeTar** added this should be on next meeting's work agenda so we can bring this up and not stop talking about this. **Councilman Larry Ferguson** stated one of his partners Mr Holbrook's colleagues is Christy Marlow who's in a similar field and also works with Carl Vinson Institute, some of the zoning board members were taught by her, one of their classes, I've had her and as a facilitator or trainer in the GMA classes as well, she's out of Athens.

5. Red Speed School Zone Cameras

City Manager Sylvia Redic explained Callaway this will come as a surprise to you because it just developed to before the meeting, but we're going to ask to remove the Red Speed issue where we're going to need to address Section 14, page 32 of your packet where it looks like, the dispute resolution should a dispute arise between the city and the agency, we have some concerns from our legal that we will not want to leave ourselves in a situation that is bound by this language so we'll address that, I feel that we can resolve it between them and us before we present it to the Mayor and Council so I asked that we remove that from discussion and it was all. **Mayor Jeffrey DeTar** advised just for the record, I don't like any language that ever says binding arbitration.

6. 2021 SPLOST Discussion

City Manager Sylvia Redic stated reminding you what I was reminded of is this next SPLOST that will be on a referendum in 2020, what you have in your packet is the timeline that Clayton County shared with us about their SPLOST, so that is often something that generates a lot of conversation with the council, I'm going to have the Department Heads start to put their list together and we'll, we'll take it from there, obviously it's nothing you're deciding on tonight, I just don't want to wait any longer to remind us that this is on the horizon coming up. **Mayor Jeffrey DeTar** asked I forget when we do the SPLOST is that a resolution or is that an ordinance that we have to do? **City Manager Sylvia Redic** advised well, I think we have to write an ordinance for the referendum and then our targeted will be to do like we did last time where we do it percentage of category based non itemized projects but you'll need to see the behind the scenes how we come up with all that, so we'll look for more information to you in the next couple of meetings.

7. Special Called Meeting Discussions

City Manager Sylvia Redic explained now mayor, this is a decision for you or three council members as the code is written, can we call a special called meeting to meet with the Development Authority and the URA during their meetings because, the URA is going to be convened and they're going to be discussing the dark space, the DDA is going to convene and they're going to be discussing Old Towne Morrow, you cannot participate in the discussion if it's not a special called meeting, so you can show up but you can't talk or you can call a special called meeting. **City Manager Sylvia Redic** asked City Attorney Winston Denmark what do you have to do? One that lasts two hours or one for each, the DDA and URA. **City Attorney Winston Denmark** replied they can do a joint at the meeting, which we, which we do in College Park all of the time for the City Council and IDA do a joint meeting and they advertise it as such, so that's an option. **City Manager Sylvia Redic** explained the DDA and the URA are not meeting together, it's two separate meetings one for the URA and one for the DDA, the 22nd one's at 5:30pm and one's at 6:30pm.

8. Dia De Los Muertos Celebration Discussions- November 2, 2019

City Manager Sylvia Redic directed Council to page 46, we had a proposal for an outside company to do the Dia de Los Muertos Festivals, Day of the dead festival, Yasmin just put their because they gave us the proposal in Spanish so we just put it in some Google translator to get it, but we just want you to see it because it's ultimately going to have to be signed by you, it's not going to be something that we can do on the side, we'll need to draft a contract between us and the chamber, which is the 501(c)(6), the chamber will then be hiring them to do the festival, but the cost of which is roughly, well that's what you'll see in the proposal, we have not gone through it item by item to see what we're willing to get rid of or not but the contract will be between us and the chamber, the Latin American Chamber of Commerce and then they will then hire the company, where our contract, will have to address how much



money we're giving them for them to then hire a vendor to do the festival so we will have a draft of that for the work session well if we can get a draft of it before, like within the next week, they may ask that you put it on both the work session and the regular session if you're comfortable with it, so, you know, this is something we've talked a lot about since we've not had a DMO in place, if we're going to move forward allocating hotel/motel tax funds, we have to put a 501(c)(6) in place, we know we're doing the day of the dead, so if you want it to come out of the hotel/motel tax instead of the general fund, we're going to put a 501(c)(6) in place and this organization has agreed to serve in that capacity so we're pretty excited about it.

Announcements/Updates

1. Legislative Priorities Presentation- CSU East Campus, Aug. 22, 2019 at 5pm
2. Labor Day- City Hall Closed, Monday, Sept 2, 2019
3. Chairman Jeffrey Turner International Ball- GICC, September 28, 2019 at 6:30pm
4. BPSOS Health Fair- Milton Daniel Park, October 5, 2019, 10am-2pm

The Work Session ended at 7:36pm.

Approved this 27th day of August, 2019.

Attest

Yasmin Julio, City Clerk

CITY OF MORROW, GEORGIA

Jeffrey A. DeTar, Mayor