



City of Greensboro

Melvin Municipal
Office Building
300 W. Washington Street
Greensboro, NC 27401

Agenda Report

File Number: 2022-614

Agenda Item# I. 4.

Agenda Date: 6/7/2022. **Department:** Neighborhood Development
Meeting Type: Council Meeting **Category:** General Business Agenda

Title: 2022 - 614 Resolution to Contract with Housing Consultants Group for Homebuyer Program Education and Administration Services for the Housing Connect GSO Program in the Amount of \$400,000

Council Priority: Place an 'x' in the box.

- ☐ Create an Environment to Promote Economic Development Opportunities and Job Creation
- ☒ Maintain Infrastructure and Provide Sustainable Growth Opportunities
- ☐ Promote Public Safety & Reduce Crime
- ☐ Exceptional Customer Service and a Diverse City Government Workforce
- ☐ Ensure Fiscal Stewardship, Transparency, & Accountability

Council District: All

Public Hearing: No

Advertising Date/By: N/A

Contact 1 and Phone: Michelle Kennedy, Ext 2507

Contact 2 and Phone: Eunika Smalls, Ext 2993

PURPOSE:

City Council consideration is requested for approval in the amount of \$400,000 in city housing bond funds and Community Development Block Grant funds to the Housing Consultants Group to administer the Homebuyer Education and Program Administration services for the Housing Connect GSO program for the City of Greensboro and Guilford County areas for service term of two years.

BACKGROUND:

In June 2018, the City launched its homeownership program, Housing Connect GSO, and amended the Down Payment and Closing Cost Assistance program terms to include workforce housing income limits, improved terms for financial assistance and offered additional funds for homebuyers purchasing in redevelopment areas. In order for this program to be carried out, a HUD approved non-profit housing counseling agency was chosen to provide services which

included offering pre- purchase counseling, homebuyer education classes and financial literacy courses.

In February 2021, the Neighborhood Development Department introduced an electronic portal which allowed lenders to submit approved applications for funding. This component requires teaching lenders to use Neighborly Software and provide underwriting services for homebuyer assistance applications.

BUDGET IMPACT:

400,000.

ACCOUNT NUMBER:

483-2201-06 \$200,000

212-2122-03 \$200,000

RECOMMENDATION / ACTION REQUESTED:

It is recommended that City Council approve a contract for \$400,000 with Housing Consultants Group to administer the Homebuyer Program Education and Administration services and for the City Manager to execute contract documents.