

**Appendix B:**  
**AFFORDABLE HOUSING**



**BUILDING A CITY TO LIVE IN**  
A Sustainable Vision for Every Nashvillian

## A 3-Step Approach

Nashville's affordable housing crisis has reached a critical point, and Metro cannot solve it on its own. That's why the Campbell Administration will implement a three-step approach that builds partnerships between government entities, private developers, and community organizations. The approach will produce numerous benefits, including:

- Distributing business risk and functions amongst three entities.
- Providing objective metrics for a critical problem.
- Making efficient and sensible use of otherwise wasted public resources.
- Accelerating ramp-up of the affordable housing supply.
- Offering opportunity for bi-partisan leadership and cooperation. t

### **Land**

The Mayor's Office will work with other departments to identify and inventory vacant, abandoned, or underutilized land parcels owned by Metro. These will be cataloged by size and location and then prioritized based on their suitability for development. This process will consider important criteria like proximity to public transit, access to grocery stores, ease of development, and more.

### **Development**

The first part of the development phase is to gain conceptual buy-in from developers, minimizing the risk of delays or setbacks. After this, land will be offered at discounted rates to these developers, along with tax, capacity, and development fee abatements through a closed bidding RFP process. The abatements have already been enacted through Metro's PILOT concept, which the Campbell Administration will build on and expand.

The contracts offered to developers will specify and mandate requirements for affordable housing units, including energy efficiency, building standards, maximum rents, and prices that are based on accepted formulas. Close cooperation between the Codes Department and the Mayor's Office will ensure that these agreements are both thorough and efficacious. Qualified buyers will be able to sell after 10 years at market prices, while qualified renters will have 2-year leases with options to renew.

### **Management**

The contracts developers enter into will have no requirement to manage rentals or HOAs post-construction. Instead, the Campbell Administration will work with housing management specialists, including non-profits, to complete this phase. Community organizations will also be incorporated into this phase to create wraparound services. Above market management fees, supplemented by the Barnes Fund, will be implemented as an incentive.

# Your Questions, Answered

## Why does the plan favor developers?

**It doesn't.** It favors folks who need housing. Metro has no other use for these parcels, and they've been sitting empty for decades. Let's put them to use! The building and affordability requirements imposed on developers would be balanced by reduced land cost, creating a solution that's practical for developers and—*most importantly*—sustainable for Nashvillians. Addressing our housing crisis is long overdue, and we need a new approach.

## What makes your plan different?

It's simple—it uses public resources in a highly leveraged and efficient manner. My plan recognizes that each partner has a unique and critical role to play in the solution. Metro supplies the land; developers build to affordable and energy-efficient standards; nonprofits or others take over ongoing management. Everyone benefits. Plus, if large-scale buy-in is accomplished, we can start the program much faster than conventional development. The Campbell Administration will also establish a special team inside the Mayor's office to help facilitate partners' success. We all suffer if we don't take substantive, significant action to address this vital issue.

## What happens when Metro runs out of land?

That would actually be a great problem to have! It means we've maximized value for Nashvillians and put all unused public resources to the best possible use. In this scenario, we can continue the plan in a similar way but use Barnes and other funding incentives to help supplement initial land acquisition and program management costs. We can also review existing land use policies to see where more density can be achieved.

## What are the obstacles to actually implementing the plan?

No real barriers exist to getting this done. Some components, like Mayor Cooper's PILOT program, have already been put in place. We have the resources, and the concept is sound. We also have support from multiple sectors, backing from both Democrats and Republicans, and buy-in from advocacy and non-profit groups. It's time we stop kicking the can down the road and solve this together. Let's invest in Nashville FOR Nashvillians.