



**BOARD OF SUPERVISORS  
AGENDA LETTER**

**Agenda Number:**

**Clerk of the Board of Supervisors**  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Submitted on:**  
**(COB Stamp)**

**Department Name:** Community Services  
**Department No.:** 057  
**Agenda Date:** July 14, 2026  
**Placement:** Administrative Agenda  
**Estimated Time:** N/A  
**Continued Item:** No  
**If Yes, date from:** N/A  
**Vote Required:** Majority

**TO:** Board of Supervisors  
**FROM:** Department Director(s): Jesús Armas, Director, Community Services Department  
Contact: Joe Dzvonic, Assistant Director, Housing and Community Development  
Lucille Boss, Housing Programs Manager  
**SUBJECT:** Approval of Workforce Housing Development Exclusive Negotiating Agreement,  
117 East Carrillo Street, APN 029-211-025 (1st Supervisorial District)

DS  
JA

**County Counsel Concurrence**

As to form: Yes

**Other Concurrence:** Risk, General Services, Planning & Development

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Chair of the Board of Supervisors to execute an Exclusive Negotiating Agreement (“ENA”) with SoLa Impact LLC (SoLa); and
- b) Determine that the proposed actions do not constitute a “Project” within the meaning of the California Environmental Quality Act (CEQA), pursuant to CEQA Guidelines Section 15378(b)(4) because it consists of the creation of government funding mechanisms or other government fiscal activities which do not involve any commitment to any specific project which may result in a potentially significant physical impact on the environment.

**Summary Text:**

Following May 5, 2026, Board direction, staff pursued an Exclusive Negotiating Agreement (“ENA”) with SoLa Impact LLC (“SoLa”), to plan, finance, design, construct, operate, and maintain a new affordable housing development at 117 East Carrillo Street/ APN 029-211-025 (the “Site” or “Project”) in the City of Santa Barbara. Approval of this item will authorize the Chair to execute the ENA with SoLa, following which property negotiations will commence. A long-term ground lease with SoLa will also be subject to Board approval at a later date following negotiations.

**Discussion:**

The purpose of the ENA is to establish procedures and standards for the negotiation between the County and the Developer regarding the Real Property and the Ground Lease. The ENA does not grant SoLa the right to acquire the Property, nor does it obligate SoLa to any activities or costs to acquire the Property, other than the activities and costs necessary to discharge the Developer's obligations under the Agreement, including the obligation to negotiate in good faith as contemplated by the Agreement.

If this item is approved by the Board today, staff will begin negotiations with SoLa. Approval by the Board at this time is not committing the County to any development plans or construction but rather allow Staff to begin negotiations with the Developer as to the terms of a future lease, the terms of the development, and other appropriate pre-development matters. Upon final agreement by County staff and the Developer, staff will again return to the Board for review and approval of the negotiated long-term lease and development contract.

Key elements of the ENA are as follows:

- Term: 180 days
- Financial Viability: Provide evidence that project financing has been secured or a confirmed lender has been identified.
- Non-profit Partner: SoLa to identify an entity within 30 days. SoLA is in active negotiations with a local non-profit to manage the property.
- Residents: Provides for offering housing opportunities to qualified workforce households, including county employees.
- Unit Mix:
  - 50-80% Area Median Income ("AMI"): 20 percent of the units
  - 81-119% AMI: 60 percent of the units
  - 120% AMI: 20 percent of the units

**Background:**

In January 2026, the County issued a Request for Proposals ("RFP") for Affordable Workforce Housing Public Private Partnership ("P3") Development. Through this RFP, the County sought a development partner capable of delivering high-quality, financially feasible housing that aligns with County policies and community values and meets the County's primary objectives. The County intends to enter into a long-term ground lease with SoLa, the developer selected by the Board on May 5, 2026, subject to future completion of negotiations and Board approvals.

**Performance Measure:**

The ENA includes terms and conditions, including but not limited to: project scope, due diligence, developer team, financing commitment, unit mix and rental rate, and approval of plans.

**Fiscal and Facilities Impacts:**

The exclusive negotiations agreement contemplates that all external costs for feasibility studies and due diligence of the site would be paid for by SoLa. If at a future date the Board ultimately approves a ground lease for the development with SoLa, SoLa will reimburse the County up to \$25,000 for pre-development costs incurred by the County.

Page 3 of 3

**Staffing Impacts:**

This activity falls within currently budgeted staff duties.

**Special Instructions:**

Please return Minute Order via email to Lucille Boss at [lboss@countyofsb.org](mailto:lboss@countyofsb.org)

**Attachments:**

**Attachment A** – Exclusive Negotiating Agreement with SoLa (Signature Required)

**Contact Information:**

Lucille Boss

Housing Programs Manager

LBoss@countyofsb.org