

From: [Jacquelyne Alexander](#)
To: [sbcob](#)
Subject: FW: Senior Overlay discussion
Date: Tuesday, November 5, 2024 3:56:52 PM

Please include the below letter into the record for today on D5.

Kind regards,



Jacquelyne Alexander
Chief Deputy Clerk of the Board of Supervisors
County of Santa Barbara
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From: Bob Nelson
Sent: Tuesday, November 5, 2024 3:53 PM
To: Jacquelyne Alexander <jralexander@countyofsb.org>
Subject: Fw: Senior Overlay discussion

From: Nick Ubaldi <nick@harmonycom.com>
Sent: Thursday, October 10, 2024 9:40 AM
To: Bob Nelson <bnelson@countyofsb.org>
Cc: Aaron Hanke <ahanke@countyofsb.org>
Subject: Senior Overlay discussion

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Bob,

I was disappointed by the direction taken at the last meeting. I thought we had been working in good faith toward a solution, but it seems like you are no longer open to discussing options or any type of negotiation. The language used to describe the park owner/resident relationship as "predatory" was inflammatory and counterproductive.

The current rent ordinance doesn't even allow us to keep pace with inflation, and now we are facing the threat of an illegal senior overlay. The power imbalance often discussed is reversed—property owners like us are constantly battling uphill. As you've mentioned coming from a business background, I'm sure you understand that a business unable to keep pace with inflation and burdened by overreaching regulation is not sustainable. The current situation has forced us to explore creative solutions (e.g., converting to all ages) to make the park profitable long term, something the previous owner did not think could be done and therefore, elected to sell.

Every action has a reaction, and when rents are suppressed to the point that it strangles the business, closures follow. This leads to more regulations aimed at preventing those closures, and more regulations to enforce the previous ones, creating a cycle that is difficult to break, and very often leading to needless and costly litigation.

If the County wants more senior housing, they should build or subsidize it, not force private businesses to bear the burden. If I am somehow misunderstanding your position, please let me know. My door is always open.

-Nick



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