



*one*  
**COUNTY**  
*one*  
**FUTURE**

# Workforce Housing Development

117 East Carrillo Street

May 5, 2026



# Workforce Housing

"Human resources are the most valuable assets the world has. They are all needed desperately."

*Eleanor Roosevelt*



# Agenda ○○

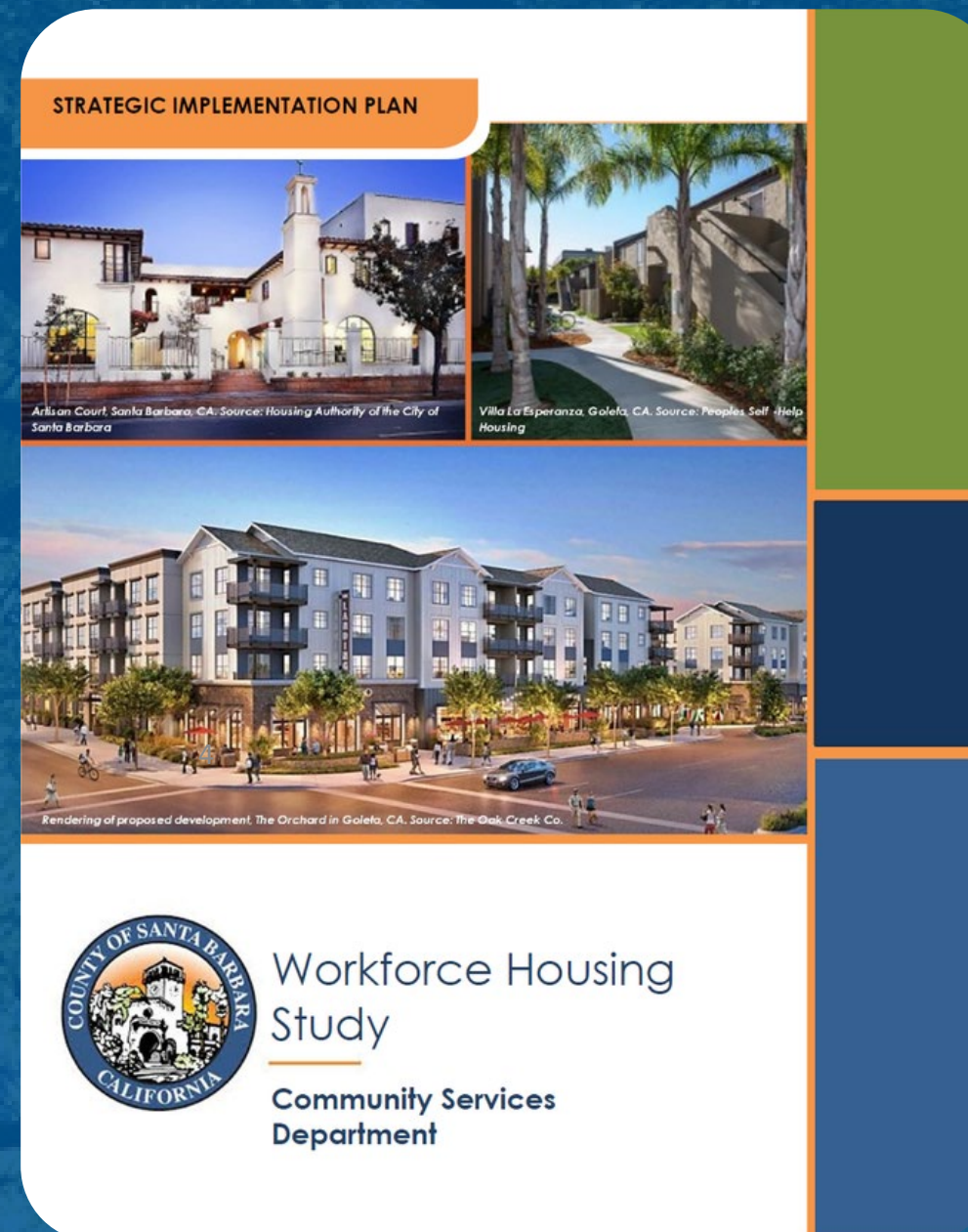
- ➔ **Background & Process**
- ➔ **Recommendations**
- ➔ **Next Steps**



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# Background ○○

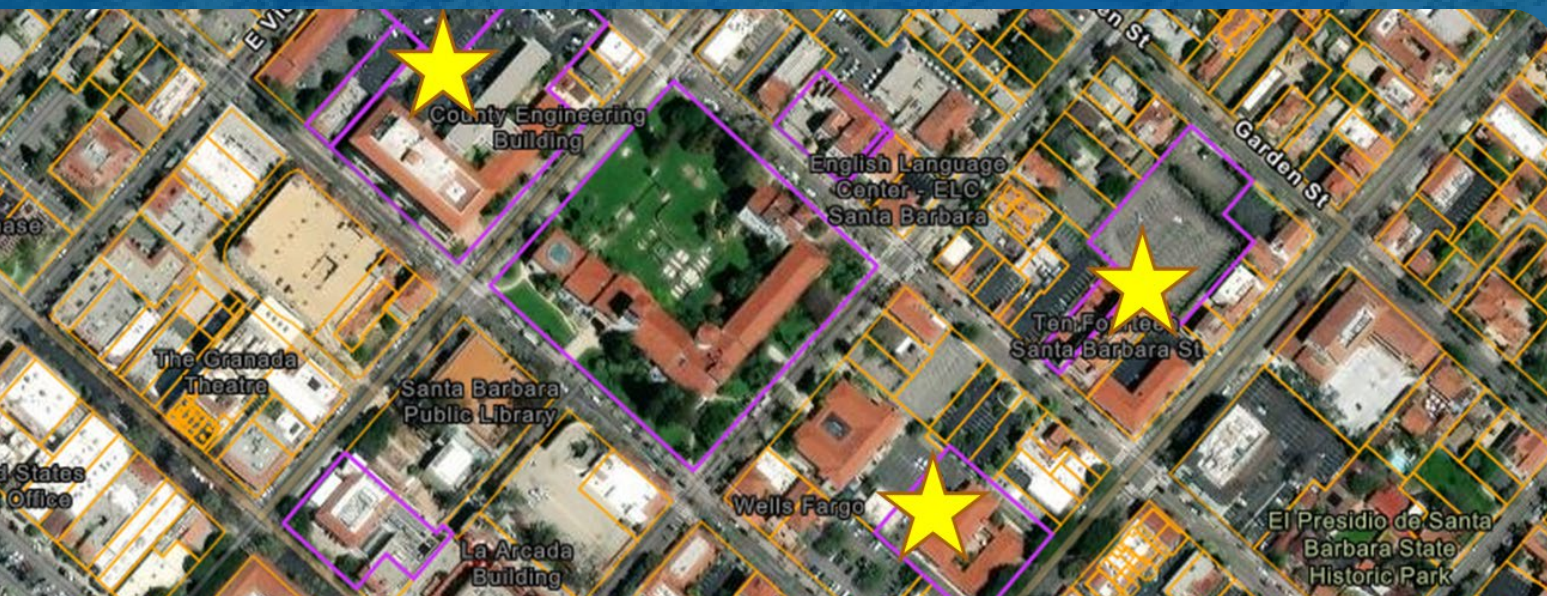
- **2024:** Workforce Housing Study
- **2025:** Strategic Implementation Plan and direction
- **2026:** Request For Proposals



# County Objectives ● ●

- Expand affordable housing options that serve a range of income levels
- Leverage County-owned land
- Promote long-term community benefit
- Support recruitment and retention of County employees and the local workforce
- Create a replicable model for future County partnerships

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# Tenant Income Levels

## Low Income

51-80%  
Area Median Income

**\$61,000 - \$95,300**

Maximum Allowable Household  
Income (4-person household)

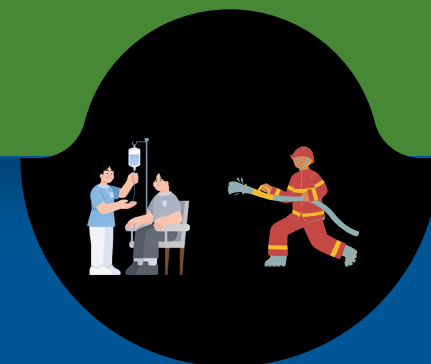


## Moderate Income

81-120%  
Area Median Income

**\$96,000 - \$143,000**

Maximum Allowable Household  
Income (4-person household)

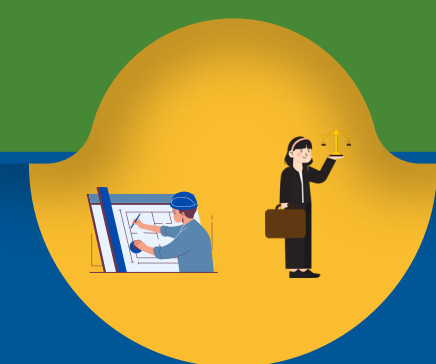


## Above Moderate Income

121-200%  
Area Median Income

**\$143,000 - \$238,200**

Maximum Allowable Household  
Income (4-person household)



***The 2025 Area Median Income (“AMI”) for a 4-person household is \$119,100***



## Evaluation Process

Request for Qualifications & Virtual Interviews

Short-list Request for Proposals & In-person Interviews

## Evaluation Criteria

- Team Organization and Key Personnel
- Relevant Experience and Past Performance
- Design Approach
- Financial Approach
- Understanding of the Project and County Objectives
- Project Schedule and Delivery



# Summary of Top 3 Respondents ●●



## SoLa Impact LLC

- Modular units
- Option of either 4 or 5 stories
- Up to 104 units
- Weighted average of 82% AMI
- Project completion: February 2029
- Total project cost: \$47M (\$450K per unit)



## The Pacific Companies / Housing Authority of the County of Santa Barbara / AMG Land Development

- Traditional construction
- 4 stories, up to 99 units
- Weighted average option from 63% to 72% AMI (2 scenarios for AMI unit mix are proposed)
- Project completion: February 2030
- Total project cost: \$60.4M (\$610K per unit)



## National Community Renaissance / Housing Authority of the City of Santa Barbara

- Traditional construction
- 4 stories, up to 72 units
- Weighted average of 63% AMI
- Project completion: April 2030
- Total project cost: \$57.8M (\$803K per unit)

# Next Steps ●●

## ➔ Summer 2026

Pursue an Exclusive Negotiating Agreement (“ENA”) or comparable pre-development agreement

*Board approval and execution of pre-development agreement at a future date*

## ➔ Fall 2026

Commence Developer negotiations as to the terms of a future lease, the terms of the development, and other appropriate pre-development matters

*Board approval and execution of joint occupancy, long-term lease, and development contract*

## ➔ Summer 2027

Begin Construction



# Recommended Actions



Approve and adopt a Resolution declaring 117 East Carrillo Street as **Exempt Surplus Property**

**Consider Proposals** to enter into an Agreement to Develop a Portion of Real Property for Joint Occupancy and Authorize staff to **Pursue an Exclusive Negotiating Agreement (“ENA”)** or comparable pre-development agreement

Determine that the proposed actions do not constitute a “Project” within the meaning of the **California Environmental Quality Act (CEQA)**

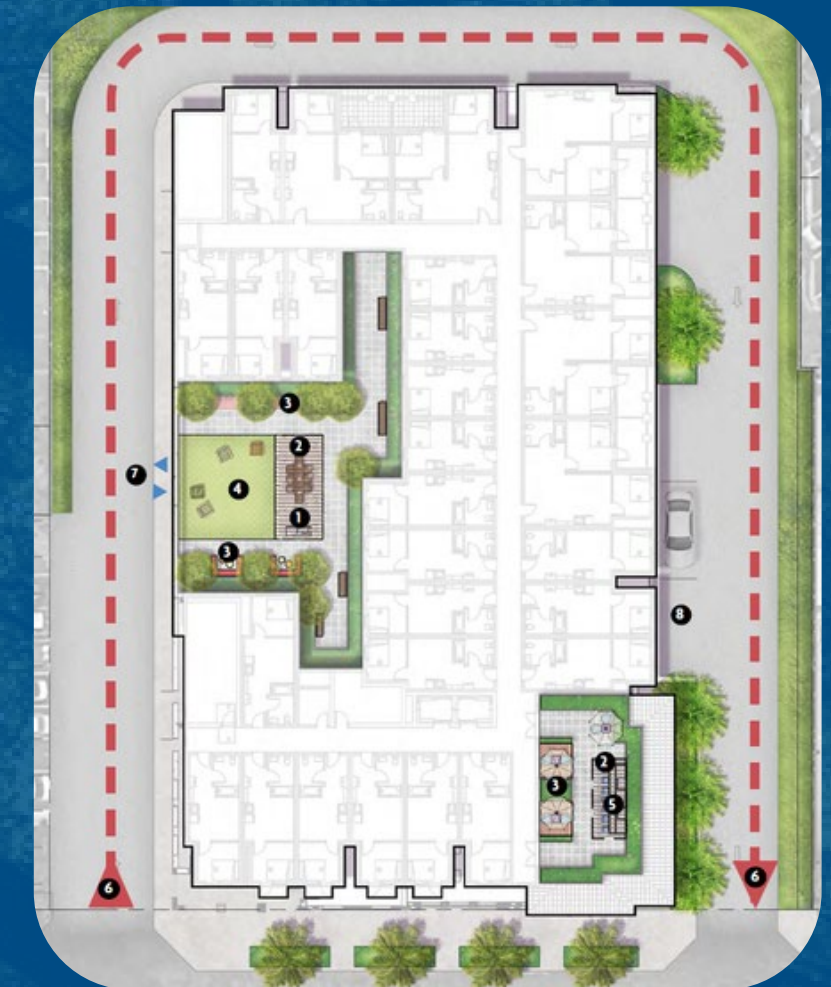
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# Additional Actions

Authorize staff to:

- Pursue an Exclusive Negotiating Agreement (“ENA”) or comparable pre-development agreement with SoLa Impact LLC; and
- In the event negotiations with SoLa Impact LLC are unsuccessful, pursue an ENA or comparable pre-development agreement with The Pacific Companies/Housing Authority of the County of Santa Barbara/AMG Land Development, or such other development team as the Board may deem appropriate



# Thank you!

**Workforce Housing Development**  
117 East Carrillo Street



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