



Legislation Text

File #: ID 20-0776, **Version:** 1

Resolution Authorizing a Contract Extension with Housing Consultants Group in the Amount of \$86,000 for Homebuyer Counseling, Loan Underwriting and Processing, and Lender Training for Housing Connect GSO Homebuyer Assistance Program

Council Priority: Maintain Infrastructure and provide Sustainable Growth Opportunities

Department: Neighborhood Development

Council District: All

Public Hearing: No

Advertising Date/By: N/A

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PURPOSE:

City Council is requested to consider a resolution authorizing the extension of professional service agreement with Housing Consultants Group, in the amount of \$86,000, to provide homebuyer counseling, loan underwriting and processing, and lender training for the Housing Connect GSO homebuyer assistance program. This is the first one-year extension of the City of Greensboro agreement. There were no available MWBE firms in the Greensboro Relevant Market beyond the MSA when the original contract was let; therefore, no goals were set for this contract. Attached is the MWBE Memo.

BACKGROUND:

In 2019, the City conducted a request for proposals process for nonprofit housing counseling agencies certified by the U.S. Department of Housing and Urban Development (HUD) to provide homebuyer counseling, loan underwriting and processing, and lender training services for the City homebuyer assistance programs. Federal HOME program requirements limit counseling services to HUD-certified agencies.

The City's Housing Connect GSO homebuyer assistance program served 324 new homebuyers in fiscal year 2019-2020 utilizing federal HOME program and housing bond funds in Greensboro.

It is anticipated that approximately 340 interested homebuyers will receive services under this contract.

The FY2020-2021 award for City services is \$86,000 for year two with up to one additional one year extension.

BUDGET IMPACT:

\$ 86,000.00 483-2201-06 City Workforce Housing Bond

RECOMMENDATION / ACTION REQUESTED:

City Council is requested to authorize an amended contract with Housing Consultants Group totaling \$86,000 for a one year term, with up to one additional one-year extensions, for homebuyer counseling, loan

underwriting and processing services, and lender training for the Housing Connect GSO homebuyer assistance program, and to authorize the City Manager to execute the contract.