

### Section 3 Summary Report

Economic Opportunities for  
Low- and Very Low Income Persons

1. Recipient Name & Address: <b>Fulton County – Housing and Community Development Department 137 Peachtree St. SW; Suite 300 Atlanta, GA 30303</b>		2. Federal Identification (grant no) <b>B-10-UN-13-0004</b>	3. Total Amount of Award: <b>\$10,333,410.00</b>
		4. Contact Person: <b>Lolita Collins</b>	5. Phone (include area code): <b>(404)-612-8067</b>
		6. Length of Grant: <b>1 year</b>	7. Reporting Period: <b>1/1/11-12/31/11</b>
8. Date Report Submitted: <b>March 31, 2011</b>	9. Program Code: (Use separate sheet for each program) <b>10</b>	10. Program Name: <b>Neighborhood Stabilization Program (NSP 1)</b>	

<b>Part I - Employment and Training Record (**Columns B, C and F are mandatory fields. Include New Hires in E&amp; F)</b>					
<b>A Job Category</b>	<b>B Number of New Hires</b>	<b>C Number of New Hires that are Sec. 3 Residents</b>	<b>D % of Aggregate Number of Staff Hours of new Hires that are Section 3 Residents</b>	<b>E ** % of Total Staff Hours for Sec 3 Employees and Trainees</b>	<b>F ** Number of Sec 3 Trainees</b>
Professionals	0	0	0	0	0
Technicians	0	0	0	0	0
Office/Clerical	0	0	0	0	0
Construction by Trade:					
Trade:					
Other (List Intern	0	1	100%	1	1
<b>Total:</b>	<b>0</b>	<b>1</b>	<b>100%</b>	<b>1</b>	<b>1</b>
* Program Codes 1= Flexible Subsidy 2= Section 202/811	3= Public /Indian Housing A=Development B= Operation C= Modernization		4= Homeless Assistance 5= HOME 6=HOME State/Administered 7= CDBG Entitlement	8= CDBG State Administered 9=Other CD Programs 10= Other Housing Programs	

**Part II: Contracts Awarded**

<b>1. Construction Contracts:</b>	
A. Total dollar amount of all contracts awarded on the project.	\$1,133,972.48
B. Total dollar amount of contracts awarded to Section 3 businesses.	\$77,545.88
C. Percentage of the total dollar amount that was awarded to Section 3 businesses.	6.84%
D. Total number of Section 3 businesses receiving contracts.	13
<b>2. Non-Construction Contracts: 5</b>	
A. Total dollar amount of all non-construction contracts awarded on project/activity.	\$2,500
B. Total dollar amount of non-construction contracts awarded to Section 3 businesses.	\$2,500
C. Percentage of the total dollar amount that was awarded to Section 3 businesses.	100%
D. Total number of Section 3 businesses receiving non-construction contracts.	5

**Part III: Summary**

Indicate the efforts made to direct the employment and other economic opportunities generated by HUD financial assistance for housing and community development programs, to the greatest extent feasible, toward low-and and very low-income persons, particularly those who are recipients of government assistance for housing. (Check all that apply – documentation required)

Both partners attempted to recruit low-income residents through: local advertising media, signs prominently displayed at the project site, contracts with community organizations and public or private agencies operating within the metropolitan area (or non-metropolitan county) in which the Section 3 covered program or project is located, or similar methods. (Attach date marked documentation, e.g., invoices, photo of signs; contact names and phone numbers, etc.)

Participated in a HUD program or other program which promotes the training or employment of Section 3 residents. (Provide name of program and contact.)

Participated in a HUD program or other program which promotes the award of contracts to business concerns which meet the definition of Section 3 business concerns. (Provide name of program and contact.)

Coordinated with Youthbuild Programs administered in the metropolitan area or community in which the Section 3 covered project is located. (Provide name of program and contact.)

Other efforts or explanations; please describe below: See the next couple of pages

Fulton County Housing and Human Services entered into partnership under NSP-1 with two Development Partners (APD Solutions and Atlanta Neighborhood Development Partnership) specifically contracted to perform the single-family foreclosed property acquisitions, property valuation, asset management, the coordination and oversight of housing rehabilitation activities, and marketing and sales of single-family homes.

**APD Solutions LLC**

APD Solutions continued their strategic partnership with Empire Board of Realtists and the Old National Merchants Association. The Empire Board of Realtists, Inc. was established in 1939 by seven Real Estate Brokers whose mission was to have the right to live in a place of choice and

sell in a place of choice. The organization is the oldest minority trade organization in America. The Old National Merchants Association was founded in 1989 with the assistance of then-Fulton County Commissioner Michael Hightower and with the support of a community enthusiastic about controlling its destiny. The Old National Merchants Association (ONMA) is one of metro Atlanta's economic development organizations. The Old National Highway Commercial Corridor is home to more than 500 business establishments, from bookstores, boutiques and hotels, to restaurants, entertainment facilities and financial institutions; the Corridor offers a vibrant mix of goods and services.

APD Solutions aggressively advertised and marketed NSP Programs throughout the County. They have hired local "Street Team Consultants to assist with flyer distribution and to manage a registration desk during our special events, highlighting the benefits of NSP. In addition, they hired a local printing company, Preprint, located in Fulton County to assist with all of our printing needs. Through this relationship, additional day workers and temporary staff were hired to assist with printing volume. We have also partnered with the local Chamber of Commerce to advertise employment opportunities for Contractors, Vendor and Small Businesses. This partnership helped APD identify local contractors and vendors from the South Fulton community.

APD Solutions hired local temporary low income residents from the south Fulton communities to be actively involved in the grass-roots outreach such as the sponsored events at the Home Depot, Union Station and local community libraries. APD Solutions disseminated over 10,000 pieces of marketing material promoting the NSP homes using this method. Those employed were employed for one day events and consisted of unemployed persons, interns who resided in and around areas in which the properties were acquired.

APD Solutions employed a minority construction firm, Rose-Mark Construction, John Wesley & Associates, All in One Contractors, Josh Enterprises to complete minor repair. To date, we have used 5 local sub-contractors to assist in rehab repairs and appliance delivery services. In addition APD Solutions hired several local Vendors to help facilitate real estate sales: RHDI Home Inspections Services, Jeremy Dixon Appraisers, and Safe and Sound Home Inspections.

To assist with asset management of the properties, APD Solutions hired local Vendors: Lawn Maintenance Solutions, to maintain lawns, EP Cleaning Services, to ensure interior cleaning of the properties and Darnell Photography to help with marketing and advertising.

APD, as an agency itself hired an Intern to assist with all of our Fulton NSP Activities. This Intern was a low-income college student. Advertisements of this position were placed on the APD website and social networking sites. In addition we advertisements were sent to local Colleges and Universities within the Metro Atlanta area.

APD Solutions through its networking of Real Estate Professional conducted weekly webinars to educate Realtors and Lenders on affordable, federal homeownership programs. Federal regulations including Section 3 were discussed.

### **Atlanta Neighborhood Development Partnership, Inc. (ANPD)**

ANPD, as an agency itself has had no employment opportunities within this reporting period. When opportunities become available, ANPD posts information about available employment opportunities in suitable places where low and moderate income applicants frequent, including job fairs, advertising in local paper, and web announcements. The number of posts varies depending on the medium, with ANPD web posts reaching over 2,000 partners and

followers, including nonprofit organizations that provide job training and readiness for potential applicants. ANDP works diligently with its contractors to increase their awareness of strategies for reaching low and moderate income candidates with information about employment opportunities.

ANDP awarded a contract to TUP a local community organization that hires local residents and provides training. TUP's "The Crew" performs property maintenance tasks such as winterization and de-winterization of properties, as well as lawn maintenance for ANDP Fulton NSP properties. The Crew has 10 employees, 100% minority, 90% low-income, 90% male and 10% female.

ANDP also hired a minority and woman owned firm, Environmental Solutions Associates, to manage rehab, and provide oversight for appliance delivery and installation.

NSP Housing staff also participated in the Fulton County Department of Purchasing and Contract Compliance's First Annual Vendor Opportunity Day held on November 1, 2011. The event was to promote procurement opportunities with Fulton County Government. Attendees were able to meet face-to-face with the top procuring departments within Fulton County Government. In addition, the free event provided a networking environment for attendees to meet their peers, public officials and build relationships with potential prime contractors, sub-contractors or other partners.

Fulton County Government's internal policy mandates that any businesses have a fair and equal opportunity to participate in the County's purchasing process. The Department offered the following services for vendors interested in doing business with Fulton County Government.

- Provided a Compliance Webpage. The Webpage offers a wide array of reliable information about the County's procurement process, bid opportunities, how to become certified as a Minority or Woman Business Enterprise (MBE/WBE), web resources, vendor registration, on-line bidding, vendor relations, and training resources.
- Offered a Vendor Guide, "Tap into Business Opportunities with Fulton County Government" is made available. This document is a quick reference of the procurement process, and designed to assist vendors in conducting business with Fulton County.

Public reporting for this collection of information is estimated to average 2 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB number. Section 3 of the Housing and Urban Development Act of 1968, as amended, 12 U.S.C. 1701u, mandates that the Department ensures that employment and other economic opportunities generated by its housing and community development assistance programs are directed toward low- and very-low income persons, particularly those who are recipients of government assistance housing. The regulations are found at 24 CFR Part 135. The information will be used by the Department to monitor program recipients' compliance with Section 3, to assess the results of the Department's efforts to meet the statutory objectives of Section 3, to prepare reports to Congress, and by recipients as self-monitoring tool. The data is entered into a database and will be analyzed and distributed. The collection of information involves recipients receiving Federal financial assistance for housing and community development programs covered by Section 3. The information will be collected annually to assist HUD in meeting its reporting requirements under Section 808(e)(6) of the Fair Housing Act and Section 916 of the HCDA of 1992. An assurance of confidentiality is not applicable to this form. The Privacy Act of 1974 and OMB Circular A-108 are not applicable. The reporting requirements do not contain sensitive questions. Data is cumulative; personal identifying information is not included.