

Agenda and Meeting Materials

for the

ARHA Board of Commissioners Regular Meeting

April 27, 2026



Alexandria Redevelopment and Housing Authority

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Alexandria Redevelopment and Housing Authority

Regular Meeting of the Board of Commissioners

401 Wythe Street, Alexandria VA 22314

Monday, April 27, 2026, at 7:00PM

- 1) Call to Order
- 2) Reading and Approval of the Minutes from March 23, 2026
- 3) Public Discussion Period for Resident Association
- 4) Public Discussion Period – 3 minutes
- 5) Secretary-Treasurer Report
- 6) Committee Reports
- 7) Consent Docket Items
 - a) Vote To Approve Resolution No. 798 – 2026 To Award The Contract For RFP No P-060325 Real Estate Brokerage Services
 - b) Vote To Approve Resolution No. 799 – 2026 To Authorize Ladrey Pre-Development Loan from Virginia Housing (forthcoming)
- 8) Action Docket Items
- 9) New Business
- 10) Announcements
- 11) Executive Session (closed)
- 12) Resume Regular Meeting
- 13) Adjournment



Alexandria Redevelopment and Housing Authority

MEETING MINUTES

MINUTES OF THE ALEXANDRIA REDEVELOPMENT & HOUSING AUTHORITY
REGULARLY SCHEDULED BOARD MEETING
Monday, March 23, 2026, at 7:00PM

THOSE PRESENT:

Mark Jinks, Chair
Dr. Darnella McGuire-Nelson, Vice-Chairwoman
Kristen Weber
Theresa Peterson
Nathan Macek
Anna Gray
Cassandra Lewis
Michael Butler

RECORDER:

Neal Gross

ITEM I: CALL TO ORDER AND ROLL CALL

Chair Jinks called the meeting to order at 7:00 p.m.

Chair Jinks opened the March meeting of the Alexandria Redevelopment and Housing Authority and welcomed attendees. He noted that the current board has been actively working together since November and is continuing to adjust and learn as a group. Three new members have recently been appointed by City Council, bringing the total to eight members. A ninth member is expected to be selected from the Residents Association by the end of the month and formally appointed by Council. The meeting then moved to introductions of the newly appointed board members.

Commissioner Cassandra Lewis introduced herself as a longtime Alexandria resident, nonprofit leader, and advocate for residents' rights, emphasizing her work supporting the community through her organization.

Commissioner Anna Gray shared her background as a clinical social worker specializing in Permanent Supportive Housing and her current role with the D.C. Department of Human Services.

Commissioner Mike Butler noted his extensive experience in housing and finance, including over 15 years working with Alexandria-related efforts and his role as CFO of a local development management company. He disclosed potential conflicts of interest and stated he may abstain from certain votes.

Returning members then provided brief introductions:

Commissioner Nate Macek highlighted his prior service on multiple city commissions and his professional work in financial planning for transportation projects.

Commissioner Kristen Weber shared her background in nonprofit work focused on youth civil rights and her personal ties to Alexandria.

Chair Mark Jinks summarized his long career in public service, including serving as Alexandria’s City Manager and his extensive experience in affordable housing initiatives.

Vice Chairwoman Dr. Daniel McGuire-Nelson noted her local roots, board experience, and familiarity with housing programs through property ownership.

Commissioner Theresa Peterson described her background in planning, corporate lobbying, and current advisory role with a venture capital organization.

Chair Jinks emphasized the value of the board’s diverse experience and strong ties to Alexandria, noting that these varied perspectives will help improve the organization and its housing communities. He acknowledged that while progress has begun, significant work remains. He also expressed appreciation to the Mayor and the Interfaith Advisory Council for their support in addressing rental arrears impacting residents. Special recognition was given to Alfred Street Baptist Church and other faith-based organizations for contributing substantial funding—about \$1 million collectively—to assist with back rent and to support financial empowerment programs for residents.

ITEM 2: APPROVAL OF THE MINUTES FROM FEBRUARY 23, 2026:

Chair Jinks presented the minutes for February 23, 2026.

Vice Chairwoman McGuire-Nelson made a motion to approve the February 23, 2026, meeting minutes, which was seconded by Commissioner Peterson. During discussion, Commissioner Weber identified a clerical error in the minutes, noting that a duplicated paragraph was incorrectly attributed and should be reassigned to the appropriate individual.

The motion was approved with (8) Yeas, and (0) Nay.

ITEM 3: PUBLIC DISCUSSION PERIOD FOR RESIDENT ASSOCIATION

Kevin Harris, President of Resident Association provided updates on upcoming resident elections, noting that ballots were distributed and several residents are running for positions. He emphasized the need for an ARHA staff member to attend the March 31 election to verify voter residency using an official roster. He also acknowledged staff for addressing some previously reported issues but highlighted several outstanding resident concerns that require attention. These included unresolved maintenance requests (such as plumbing, structural issues, and appliance repairs), delays in rent portal assistance, and lack of communication regarding reimbursement for damages. Additional concerns involved residents not receiving proper notice for inspections, unsecured mailboxes, and ongoing dissatisfaction with unit conditions following relocations. Overall, Mr. Harris stressed the importance of timely responses, improved communication, and resolution of maintenance and administrative issues affecting residents.

ITEM 4: PUBLIC DISCUSSION PERIOD

Ms. Loren DePina provided public comments expressing serious concerns about ongoing systemic issues within ARHA. She emphasized that leadership changes alone do not ensure meaningful reform, stressing the need for accountability and a thorough review of past failures. She highlighted

significant issues with rent ledger inaccuracies, noting that a high percentage of tenants are marked delinquent—far exceeding national averages—which she attributed to system failures rather than tenant behavior. She urged the Authority to pause enforcement actions, conduct a full audit of rent records, and engage an independent third party to ensure accuracy and transparency. Ms. DePina also raised concerns about tenant living conditions, citing reports and personal observations of mold, pest infestations, unresolved maintenance issues, and safety hazards at certain properties. Additional concerns included inadequate lighting, unsafe common areas, and lack of timely response from staff. She concluded by calling for urgent corrective action, improved oversight, and accountability, and raised potential compliance concerns regarding employees residing in ARHA properties without clear authorization.

Ms. Emalee Williams, representing Newport Village, raised concerns regarding ongoing challenges in working with ARHA, particularly related to communication and responsiveness. She reported frequent delays in receiving responses about resident payments and documentation, often requiring repeated outreach to multiple staff members without resolution. She also described instances of unprofessional interactions, including perceived threats related to compliance and negative communication from representatives. Additionally, she noted issues with administrative errors, such as receiving information about residents not associated with her property. Ms. Williams emphasized the need for improved communication, organization, and professionalism, and indicated she has documentation to support these concerns, which she may present at future meetings.

Chair Jinks acknowledged past operational and administrative challenges and explained that staff are actively working to address prior issues, particularly related to payment discrepancies and rent ledgers. He noted that staff, including Ms. Diaz, are engaging directly with property managers to resolve outstanding concerns.

Ms. Williams confirmed that she has begun working with Ms. Diaz and described her as helpful, expressing optimism that ongoing communication will lead to improvements. She also highlighted current challenges affecting approximately 10 residents undergoing lease renewals, where delays in updated approval documentation are causing financial strain. Both parties agreed to continue collaboration to resolve these issues moving forward.

Ms. April Talbert, a long-term ARHA resident, provided public comment describing severe and ongoing housing conditions affecting her and her family over the past 12 years. She reported significant maintenance issues in her unit, including water damage affecting electrical fixtures, potential fire hazards, mold, pest infestations, and unsafe flooring conditions. She stated that many of these issues have remained unresolved despite repeated requests for repairs. Ms. Talbert also described challenges related to housing assistance processes, including being removed from a voucher waiting list following a hospitalization, later being reinstated at a lower priority level, and having her eligibility changed to a smaller unit size that she stated is not suitable for her family. She further recounted a disputed rent balance that was ultimately dismissed in court after she sought legal assistance. She concluded by expressing frustration with long-term communication and service issues, stating she feels dismissed and unsupported, and requested a safe and appropriately sized unit for her family along with accountability for her experiences.

ITEM 5: SECRETARY-TREASURER EXECUTIVE SUMMARY REPORT

Rickie Maddox, Interim CEO, presented the Secretary-Treasurer Report. and provided operational updates on ARHA's housing inspection process, reporting that third-party inspections are approximately 41% complete, with delays due to weather and staffing issues extending completion

into the second quarter. Internal inspectors have completed about 24% of voucher-assisted unit inspections, with continued efforts underway to ensure compliance and housing quality standards. She also noted that the FY2026 budget has been submitted for approval.

Illiana Moses, Director of Youth and Family Programs, presented updates on the “Fresh Start Initiative,” a resident engagement and arrears resolution program conducted in partnership with Property Management and Asset Recovery teams. Ms. Moses reported that ledgers were reviewed for accuracy prior to outreach, and that as of March 23rd, of 134 invited households, 65 participated, serving 176 individuals, including children and seniors, with a total combined balance of approximately \$243,000 addressed. Additional outreach is ongoing to increase participation. She also shared that participants are receiving resource packets covering financial empowerment programs, family self-sufficiency services, and community resources. The initiative has also coordinated support for residents facing legal housing matters, including unlawful detainers, as well as engagement with Family Self-Sufficiency participants and James Bland V residents. Finally, Ms. Moses highlighted additional resident services programming, including homebuyer education courses, Women’s History Month events, Easter activities, and youth spring break field trips, and confirmed continued outreach and support efforts across programs.

ITEM 6: CONSENT DOCKET ITEMS:

REOLUTION 795: Sarra Mohamed, Senior Director of Real Estate Preservation, presented an update on the Ladrey redevelopment project.

Key Action Item:

- The Board was asked to approve a 90-day extension of the existing term sheet for the Master Development Agreement (MDA).
- Resolution 795 would provide additional time to finalize negotiations and refine legal and business terms. It does not constitute a binding contract but reflects continued good-faith negotiations between all parties.

Project Overview & Status:

- The redevelopment plan has shifted from demolition and new construction to renovation of the existing Ladrey building.
- The property is currently vacant following the relocation of approximately 160 residents.
- Project timeline targets closing by the end of the year or early next year.

Financing Strategy:

- The project will utilize the Low-Income Housing Tax Credit (LIHTC) program, specifically the 4% credit, to generate equity for construction.
- This program provides tax incentives to investors in exchange for developing affordable housing.
- Units will serve a mix of income levels, including:
 - 0–30% AMI (public housing units for returning residents)
 - Up to 60% AMI on average, with some flexibility up to 80% AMI through income averaging.

Design & Compliance:

- The project must meet Virginia Housing design standards, which include strict construction and material requirements.
- Some waivers may be requested due to building constraints (e.g., ceiling heights affecting HVAC systems).

Resident Impact:

- All former Ladrey residents have a first right of refusal to return, regardless of age or disability status.
- Outreach efforts are ongoing to maintain communication through multiple channels, including direct contact and digital updates.
- Final return rates may vary, as some residents have chosen alternative housing options.

Additional Notes:

- Ongoing negotiations include clarifying definitions, financial assumptions, and legal language to ensure long-term project stability.
- Development partners have demonstrated good-faith efforts, including investing in predevelopment activities.

Commissioner Macek made motion to approve Resolution 795 to extend the term sheet to 90 days. The motion was seconded by Vice-Chairwoman Dr. Nelson-McGuire.

The motion was approved with (8) Yeas, and (0) Nay.

RESOLUTION 796: The Board of Commissioners received a presentation regarding the Alexandria Redevelopment and Housing Authority (ARHA) bond engagement and financing strategy for the Ladrey redevelopment project.

ARHA, serving as the majority partner (51 percent ownership), is working in partnership with Winn Companies and IBF Development (49 percent ownership) to advance the rehabilitation of the Ladrey property. The development team has been engaged with ARHA since 2020, following a competitive selection process.

Originally evaluated as a demolition and new construction project, the initiative has since transitioned to a rehabilitation strategy due to feasibility considerations. The project is designed to preserve Ladrey as 100 percent affordable housing while modernizing the building and improving overall living conditions.

Key redevelopment elements include:

- Reconfiguration of unit mix from studios to one- and two-bedroom units to better meet current resident needs
- Addition of two-bedroom units to support larger households and residents requiring live-in aides
- Increased accessibility, including 17 fully accessible units and enhanced accessibility features throughout the building
- Significant upgrades to common areas, including a resident library, multipurpose room, fitness center, game room, and an 11th-floor resident lounge
- Improvements to outdoor and courtyard spaces
- Continued commitment to providing former Ladrey residents with the opportunity to return upon project completion

The estimated total development cost is approximately \$70 million. Financing will be layered and includes Low-Income Housing Tax Credits (LIHTC), permanent debt, and other funding sources. A required component of the LIHTC program is that at least 25 percent of project costs be financed through tax-exempt bonds.

The Board considered Resolution 796, which authorizes ARHA to proceed with issuing approximately

\$20 million in tax-exempt conduit revenue bonds. This action represents an initial step in a multi-phase approval process, enabling the project to advance to City Council and subsequently to the state for bond allocation. No funds are issued at this stage.

A public hearing was conducted as required, with no public comments received. Board members expressed appreciation for the additional information and education provided by staff and the development team, noting improved clarity regarding the project's financing structure and its alignment with the broader Ladrey redevelopment.

The Board proceeded to consider approval of the resolution to support advancement of the project.

Commissioner Macek made motion to approve Resolution 796 to adopt the resolution authorizing the issuance of 20 million dollars in revenue bonds. The motion was seconded by Commissioner Weber.

The motion was approved with (8) Yeas, and (0) Nays.

ITEM 7: ACTION DOCKET ITEMS:

No items submitted

ITEM 8: NEW BUSINESS:

Board Committees:

The Board revisited the formation of three standing committees established in December to support more detailed and focused work. The committees are intended to help the Board better analyze key issues, including financial planning, capital improvements, operational effectiveness, and resident engagement.

Board members expressed that the committee structure aligns well with individual expertise and professional backgrounds, which will strengthen the Board's ability to address complex challenges. Notable strengths include financial expertise, operational knowledge, and experience working with public housing and low-income communities.

Each committee is expected to have at least four members to allow effective collaboration while maintaining compliance with open meeting requirements. Currently, committees are slightly underfilled. To address this, the Board discussed several options:

- Encouraging additional Board members to volunteer
- Assigning additional (non-voting) staff members
- Recruiting external subject matter experts to participate in committee discussions

The general scope of responsibilities for the committees was clarified:

- Finance/Audit & Administration Committee: Oversees financial matters, IT, HR, and administrative functions
- Operations & Resident Engagement Committee: Focuses on resident services, including voucher processes and resident interaction
- Planning & Development Committee: Addresses capital needs, long-term development, and major maintenance projects

Board members were encouraged to consider joining additional committees, though time commitments—particularly for existing workgroups—were acknowledged as significant.

Next steps include:

- Finalizing committee membership
- Defining each committee’s scope of work and priorities
- Beginning initial work based on recurring issues raised in meetings and public comments, such as unit conditions and funding challenges

The Board emphasized the need for deeper analysis of funding gaps, particularly in light of reduced federal support, and the importance of developing creative strategies to secure resources for capital improvements and property maintenance.

RESOLUTION 797: Consideration of the 2026 Proposed Budget:

The board transitioned into discussion of the proposed budget, noting that members received updated materials and responses to prior questions. Several outstanding information gaps remain, including detailed staffing data (e.g., full-time equivalents by department), which is typically necessary for informed budget evaluation.

It was acknowledged that housing finance is complex, and Board members emphasized the importance of continued questioning to fully understand the budget’s structure and assumptions.

Timing & Compliance Constraints

The board learned that HUD requires budget adoption by December 31, prior to the start of ARHA’s fiscal year. The organization is currently operating under a 90-day waiver that is about to expire. While a second waiver could be requested, the Board discussed an alternative approach:

- Adopt the budget now to meet compliance requirements
- Amend it later as additional information becomes available

This approach was generally supported, recognizing that budget amendments are standard practice.

Financial Observations & Considerations

- There are unresolved questions about cash flow, including whether the agency meets HUD’s recommended four-month reserve level.
- Potential opportunities exist to:
 - Allocate unexpected tenant income toward priorities
 - Increase capital investments
 - Refine financial and programmatic goals beyond the initial proposal

Organizational Challenges

Recent leadership turnover (CEO and CFO) and lack of institutional continuity have made it difficult for staff to:

- Complete the budget on time
- Provide the level of detail typically expected

Despite these challenges, leadership expressed confidence in improving the budget development process next year, with a goal of producing a more comprehensive, policy-driven document.

Grant Funding & Revenue Strategy

- The increase in grant revenue is largely due to a shift from public housing subsidies to project-based funding, resulting in higher overall subsidy levels.
- Board members raised the need for a more proactive grant strategy, including:
 - Identifying new funding opportunities (HUD, state, local, and discretionary grants)
 - Leveraging redevelopment projects for additional funding
 - Exploring city-controlled funds (e.g., CDBG)

Staff confirmed that:

- Efforts are ongoing to pursue additional grants
- External support may be engaged to strengthen grant acquisition
- A more structured approach to funding opportunities is in development

Strategic Partnerships & Funding Opportunities

- Collaboration with the city government was emphasized as a key opportunity to address funding gaps.
- Potential external funding sources include:
 - City contributions for process improvement studies
 - Nonprofit and community partnerships
 - Faith-based organizations
 - Federal earmarks and community funding programs

Board Direction & Next Steps

- General consensus leaned toward approving the budget (approximately \$61.7 million) to meet HUD deadlines
- The board intends to revisit and amend the budget after further review and additional data is provided
- Leadership stressed the importance of improving long-term financial planning, including capital improvement planning and clearer budget documentation

Commissioner Macek made motion to approve Resolution 797 to adopt the resolution approving the proposed 2026 operating budget as well as directing the Chair to sign the HUD board resolution document. The motion was seconded by Commissioner Peterson.

The motion was approved with (8) Yeas, and (0) Nay.

ITEM 9: ANNOUNCEMENTS:

Commissioner Macek raised a concern regarding the absence of a scheduled May meeting, as the regular fourth Monday falls on Memorial Day. Given ongoing board matters, it was suggested that going an extended period without meetings may not be advisable. The Chair agreed and confirmed that Ms. Brown will survey board members' availability to schedule an alternative meeting date in May. The meeting does not need to follow the usual Monday schedule, allowing flexibility (Monday–Thursday). Chair Jinks recommended that the board meet more consistently throughout the year, ideally 11 months annually, rather than skipping multiple months. Subsequently for the May Board meeting, the date of May 18 was chosen.

ITEM 10: EXECUTIVE SESSION (CLOSED):

Commissioner Weber moved that the Commission goes into a closed meeting pursuant to Section

2.2-3711A of the Code of Virginia to discuss or consider the acquisition or disposition of real property, while the discussion open meeting would adversely affect the bargaining position or negotiating strategy of the public body, and consult with legal counsel and receive a briefing by staff members of ARHA pertaining to actual or probable litigation where such consultation or briefing an open meeting would adversely affect the negotiating or litigating posture of the -- of the public body. This was seconded by Commissioner Peterson.

The motion was approved with (8) Yeas, and (0) Nay.

(The executive session started at 8:50p.m., the above-entitled matter went off the record at 8:50p.m.)

ITEM 11: RESUME REGULAR MEETING:

At 10:19 p.m., in accordance with the state open meetings law, Vice-Chairwoman Dr. McGuire-Nelson made a motion, seconded by Commissioner Macek. Chairman Jinks certify via roll call vote that only matters identified in the motion to enter executive session were discussed.

The Board members were polled: Chair Jinks, Vice-Chairwoman Dr. McGuire-Nelson, Commissioner Peterson, Commissioner Weber, Commissioner Macek, Commissioner Gray, Commissioner Butler and Commissioner Lewis (8) Yeas and (0) Nays.

ITEM 12: ADJOURNMENT:

Commissioner Macek made a motion to adjourn, and it was seconded by Commissioner Peterson, and it was unanimously approved.



Alexandria Redevelopment and Housing Authority

SECRETARY-TREASURER REPORT

Secretary-Treasurer Report

- We are still in process of conducting & performing 100%-unit inspections for all units, including ARHA owned unit and Housing Choice Voucher (HCV) units. The inspections are being performed by a 3rd party Inspector. Estimated completion is at the end of the 2nd quarter. Once the inspections have been completed, we will start completing the deferred maintenance deficiencies, provided there are no budget restrictions.
- Melena Nelson has been hired as the Director of Finance.
- We had a total of 15 HUD audits and 8 audits remaining.
- Fresh Start Initiative (\$1M donated) is complete and was successful.
- Occupancy for March 2026 is 87% for Public Housing; 92% MOD Rehab; 99% for Market Affordable.
- 356 work orders were created; 255 were completed and 101 remain open as of 3/31/2026.



Alexandria Redevelopment and Housing Authority

CONSENT DOCKET ITEM

DATE: April 27, 2026

TO: Mark Jinks, Chairman, ARHA Board of Commissioners

FROM: Rickie Maddox, Secretary/Treasurer

SUBJECT: VOTE TO APPROVE RESOLUTION NO. 798 – 2026 TO AWARD THE CONTRACT FOR RFP NO P-060325 REAL ESTATE BROKERAGE SERVICES

ISSUE:

The Alexandria Redevelopment and Housing Authority (ARHA) completed the procurement process for **RFP No. P-060325, Real Estate Brokerage Services, in August 2025**. The RFP was subsequently canceled until further notice by Ms. Rickie C. Maddox, Interim CEO, due to the departure of Mr. Eric C. Johnson.

Due to the continued need for real estate brokerage services, Ms. Rickie C. Maddox approved the reinstatement of the RFP on **January 27, 2026**, in order to proceed with the contract award based on the previously completed evaluation.

Because the anticipated cost is expected to exceed \$200,000, ARHA's Procurement Policy (March 2024), Section 1.31, Delegation of Contracting Authority, Subsection 1.31.2.2, requires approval by the Board of Commissioners.

DISCUSSION:

The RFP was advertised on the NAHRO eProcurement platform on June 3, 2025, in *The Alexandria Times* on June 5, 2025, and on ARHA's website. Four addenda were issued to address questions and provide clarifications:

- Addendum No. 1 (June 20, 2025): Pre-proposal attendance sheet, correction to RFP number, and responses to questions
- Addendum No. 2 (June 20, 2025): Responses to questions and scope clarifications
- Addendum No. 3 (June 26, 2025): Corrections to Sections 3.1.4.2 and 3.1.4.3 and additional responses
- Addendum No. 4 (July 2, 2025): Extension of proposal due date to July 7, 2025, due to a technical issue with the eProcurement platform
- A total of 954 firms were notified through the NAHRO platform, and 11 firms accessed the solicitation. In addition, ARHA identified and directly notified six additional firms.



Alexandria Redevelopment and Housing Authority

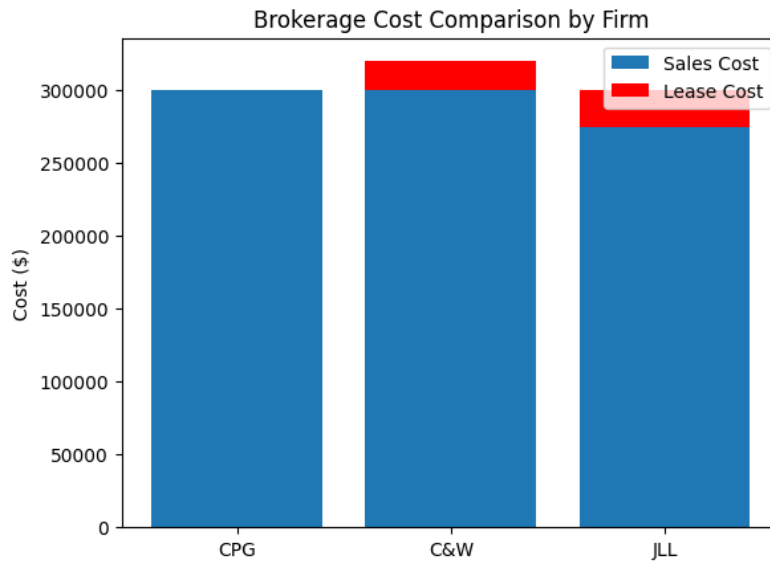
- By the submission deadline of July 7, 2025, three (3) proposals were received. Proposals were evaluated for responsiveness and then scored and ranked based on organizational capacity, relevant experience, past performance, technical approach, and cost.
- Following reinstatement, all responsive and responsible firms were notified on **January 27, 2026**, that the *procurement would proceed based on the original solicitation and completed evaluation. No changes were made to the scope, evaluation criteria, or contract terms, and no new or revised proposals were accepted.*
- During the evaluation process, two firms, Cushman & Wakefield and Jones Lang LaSalle (JLL), received equal scores.

Ranking Sheet

Evaluator	Evaluator #1	Evaluator #2	Evaluator #3	Average
Rankings	Total Points	Total Points	Total Points	Total Evaluation
Cushman Wakefield	95.00	95.00	95.00	95.00
Jones Land LaSalle (JLL)	85.00	100.00	100.00	95.00
CPG Realty	80.00	85.00	95.00	86.67

- Both firms were invited to participate in negotiations and presentations to support final ranking. Cushman & Wakefield did not respond to the request for scheduling. As a result, ARHA proceeded with negotiations with JLL on **February 19, 2026**.
- Following negotiations, JLL was requested to submit a Best and Final Offer (BAFO), which was received on March 16, 2026 (see **Exhibit A attached separately**).
- **RECOMMENDATION:**
Based on the evaluation results and the BAFO submission, **Jones Lang LaSalle (JLL)** is determined to provide the best overall value to ARHA. JLL's proposal reflects competitive commission rates, a flexible fee structure, and demonstrates expertise in real estate brokerage services.

Firm	Sales / Disposition Fee	Estimated Sales Cost	Leasing Fee	Estimated Lease Cost
CPG	6% with cooperating broker, 5% without	\$5,000,000 % = \$300,000	Not specified	N/A
C&W	Greater of \$300,000 or 1% of sale; also 1% of loan if financing arranged	\$5,000,000 % = \$50,000 → floor applies → \$300,000	Tenant: 4%	\$500,000 % = \$20,000 (Office tenant) + tenant broker if applicable
JLL	Office: 5	\$5,000,000 × 5.5% = \$275,000	Office: New lease 5%	\$500,000 × 5% = \$25,000



Accordingly, staff recommend that the Board of Commissioners approve the selection of **JLL** to provide Real Estate Brokerage Services.

FISCAL IMPACT:

Total expenditure is anticipated to exceed **\$200,000.00** as the fiscal impact will depend on the volume and nature of real estate transactions. Compensation will be based on agreed-upon commission rates.

**THE ARHA BOARD OF COMMISSIONERS
VOTE TO APPROVE APPROVAL TO AWARD THE CONTRACT FOR
RFP N P-060325 REAL ESTATE BROKERAGE SERVICES
RESOLUTION NO. 798 – 2026**

WHEREAS: the Alexandria Redevelopment and Housing Authority (ARHA) is required to obtain Board approval to enter into an agreement for purchases over \$200,000.00; and

WHEREAS: ARHA is seeking qualified professional firms to provide Real Estate and brokerage services; and

WHEREAS: if approved, ARHA will execute a contract with the company recommended to carry out Real Estate and Brokerage Services.

NOW, THEREFORE, BE IT RESOLVED: by the Board of Commissioners of the Alexandria Redevelopment and Housing Authority (“ARHA”), pursuant to the laws of the Commonwealth of Virginia and in accordance with the federal procurement standards set forth in **2 CFR Part 200**, that the Board hereby authorizes the Interim Chief Executive Officer to enter into a **Real Estate Brokerage Services Contract** with the following company:

➤ **Jones Lang LaSalle (JLL)**

The contract shall provide for commission-based compensation, calculated as a percentage of the final transaction value, in accordance with the negotiated fee schedule. Commissions shall be earned and payable solely upon the successful closing of each transaction. No compensation shall be due unless and until a transaction is completed.

Commission rates may vary depending on the type of transaction, including leasing, disposition, acquisition, or investment sales, as outlined in the agreed-upon pricing structure.

BE IT FURTHER RESOLVED: The undersigned Chair of the Alexandria Redevelopment and Housing Authority attest that the Alexandria Redevelopment & Housing Authority adopt the foregoing resolution.

Adopted this 27th day of April 2026

ATTEST: ALEXANDRIA REDEVELOPMENT AND HOUSING AUTHORITY



Alexandria Redevelopment and Housing Authority

Mark Jinks, Chairman

Date

Rickie Maddox, Interim Chief Executive Officer

Date



Alexandria Redevelopment and Housing Authority

COMMITTEE REPORTS



Alexandria Redevelopment and Housing Authority

ACTION DOCKET ITEMS



Alexandria Redevelopment and Housing Authority

NEW BUSINESS