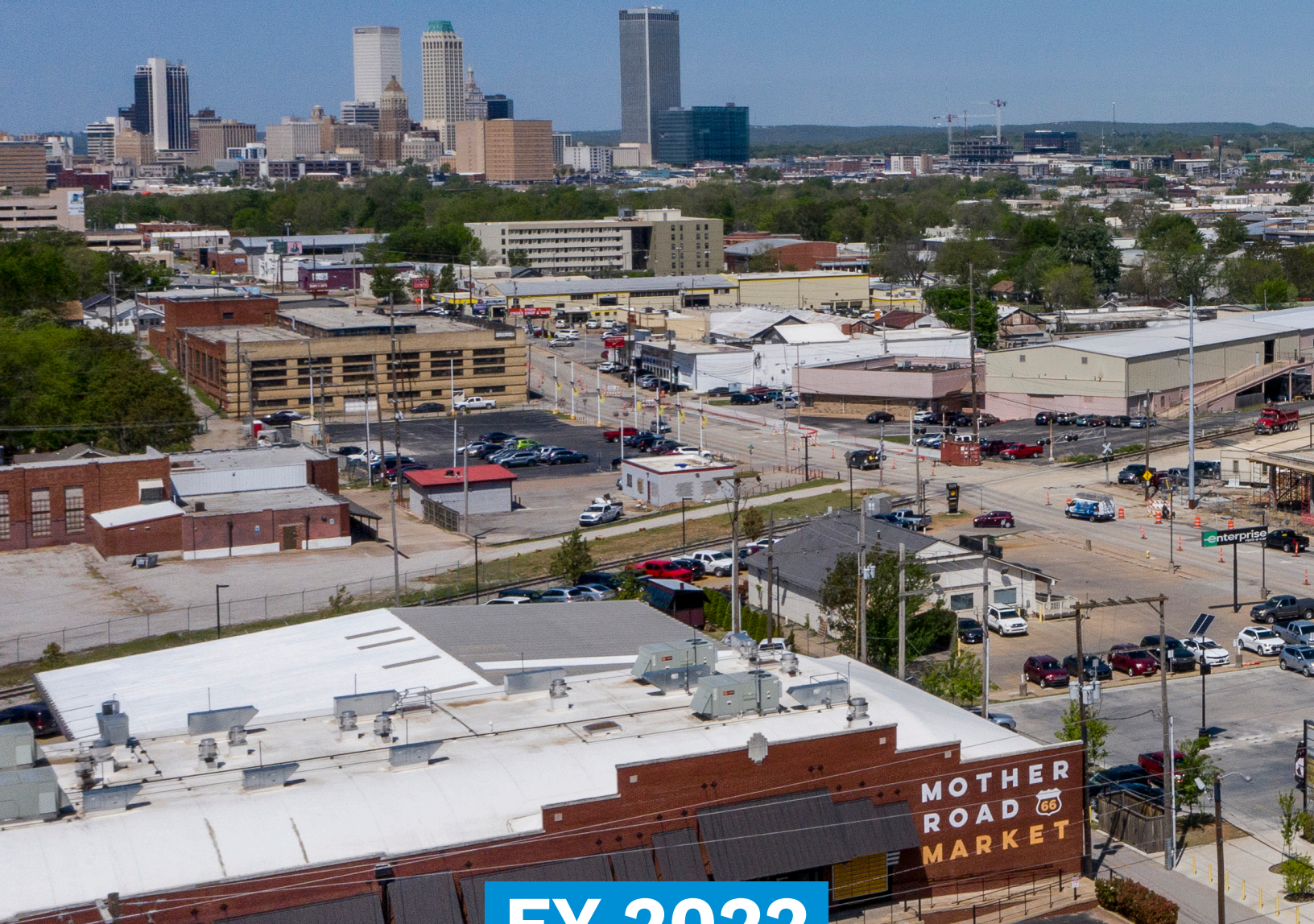


PARTNER TULSA



FY 2022

Annual Report



A Proud Partner
of the City of Tulsa





PARTNER TULSA

ANNUAL REPORT

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Growing an economy with opportunity for all

FROM OUR MAYOR

Stronger Together



We are stronger when we work together. That has been Tulsa's guiding philosophy since its founding, and continuing to follow it will make us the globally competitive, world class city we aim to be in the 21st Century.

To that end, one year ago we established the Tulsa Authority for Economic Opportunity (TAEO) – merging several previously-siloed City of Tulsa authorities and commissions into one new organization. Our goal is that this will make investment in Tulsa simpler and more predictable.

TAEO was also created with a very unique mission, which has drawn interest from cities around the world: we will use economic development to create equality of opportunity for all Tulsans. This is what makes TAEO special, and has me the most excited for our years ahead as TAEO works alongside City of Tulsa departments to carry out economic development initiatives across the city.

Creating a new organization with management responsibility for millions of dollars in public assets requires a great deal of thoughtful deliberation in establishing overall operating philosophies, business practices, and hiring of the right team to carry out the board's vision. None of this is flashy or headline-making, but it is necessary to prepare our community for future success and has been the principle focus of our team in TAEO's first year.

As chair of the Board, I'm honored to serve alongside my fellow Trustees as we build upon the foundation established in TAEO's first year. Working together, brighter days remain ahead of us.

MAYOR G.T. BYNUM
City of Tulsa



“TAEO was created with a very unique mission, which has drawn interest from cities around the world: we will use economic development to create equality of opportunity for all Tulsans. ”

FROM OUR DIRECTOR

Celebrating Our First Year



It's been twelve months since launching an ambitious experiment that sought to transform how we think about economic and community development.

Through strong partnerships with the City of Tulsa and external partners, PartnerTulsa's first year has been marked by successes. Among my favorites include:

Cultivating and communicating a strong Tulsa identity that attracts talent, businesses, and investment:

- Launched the PartnerTulsa brand and PartnerTulsa.org, providing a new means for Tulsans to access information on the resources we provide.

Growing jobs and increasing access to quality employment opportunities for all Tulsans:

- Announced Tulsa's selection as one of 60 cities in the U.S. to receive an EDA Build Back Better Regional Challenge Phase I grant of \$500,000.
- Announced participation in Results for America's Good Jobs and Equity cohort.

Connecting residents to partners, tools, pathways and capital to help Tulsans grow their businesses and support their family:

- Provided concierge support to 109 businesses going through the City of Tulsa's permitting and development processes.
- Facilitated the repayment of over \$10 million in revolving loans supporting housing development in Downtown.

Investing in vibrant and authentic commercial centers, neighborhoods and communities, especially in historically underserved areas:

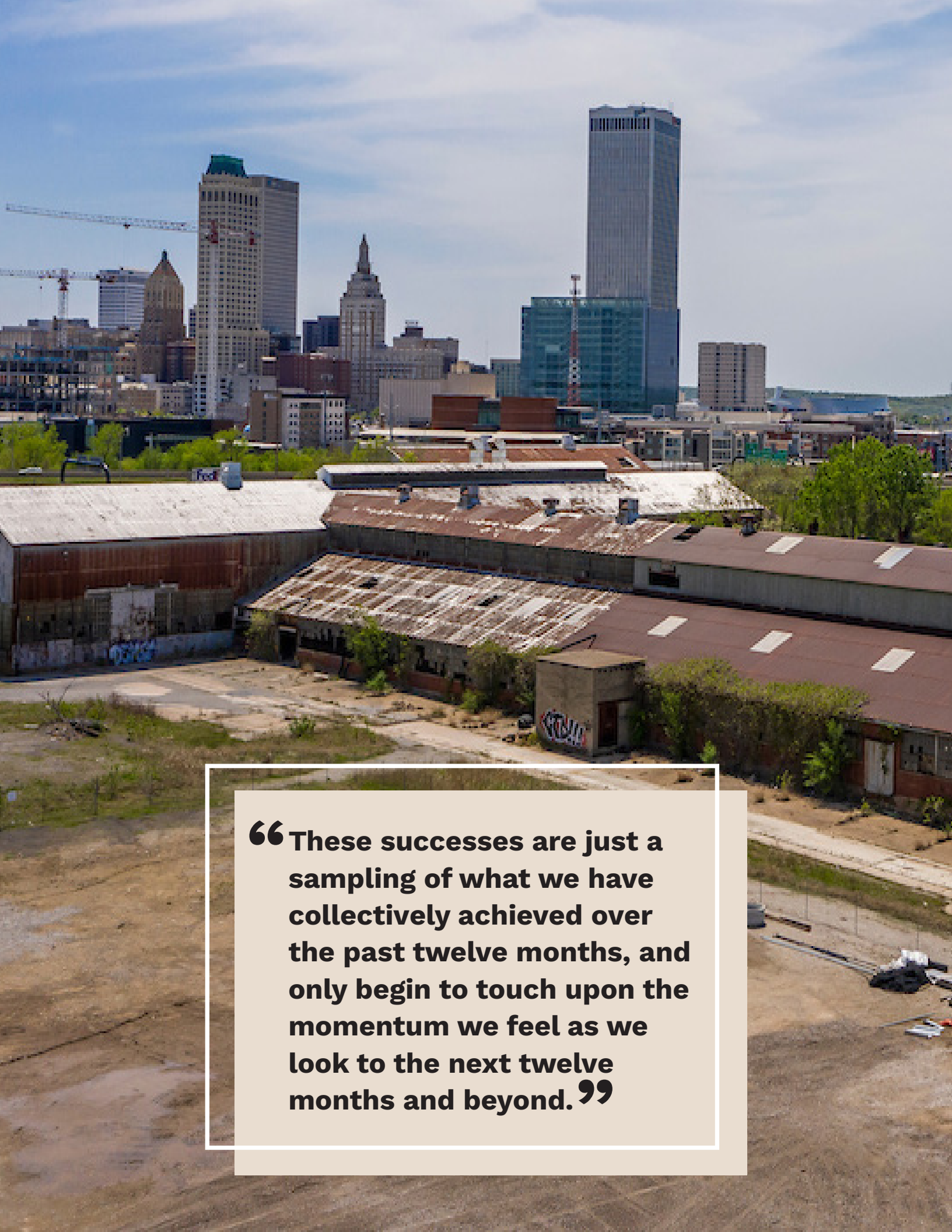
- Sold the Historic Laura Dester site to Amenome, Inc., creating 72 new micro-housing units in the Pearl District.
- Announced the selection of Team Alchemy – led by local developer Franchell Abdalla – as the Master Developer for the Historic Evans-Fintube site.

If we have learned anything in our first year, it is this: to continue this success and accelerate our work to eliminate racial disparities and increase economic opportunity we must continue to build the resources and capacity to execute.

PartnerTulsa is honored to lead economic and community development for the City of Tulsa, and to work alongside the Mayor, Tulsa City Council, and our numerous community partners to accelerate change in Tulsa.

A stylized, handwritten signature in black ink, appearing to read 'Kian Kamas'.

KIAN KAMAS
Executive Director



“These successes are just a sampling of what we have collectively achieved over the past twelve months, and only begin to touch upon the momentum we feel as we look to the next twelve months and beyond.”

BACKGROUND AND HISTORY

Transforming Tulsa's Economic and Community Development Landscape

PartnerTulsa stands as the lead entity charged with supporting execution and the implementation of the City of Tulsa's economic and community development priorities and programs.

PartnerTulsa was born out of a comprehensive strategic planning effort completed in January of 2021 that sought to resolve the siloed nature of how the City previously organized and carried out this key body of work. PartnerTulsa's work is made possible by annual Service

Agreements between TAEO and the City of Tulsa and Tulsa Development Authority, and through the revenues generated by assets owned and programs managed by TAEO.

Five Agencies Become One

**PARTNER
TULSA**

Tulsa Authority for Economic Opportunity



**TAEO provides services to the Board of Commissioners for the Tulsa Development Authority, all five (5) of whom also serve as TAEO Trustees.*

A diverse group of people, including children and adults, are gathered outdoors in front of lush green trees. Many of the children are holding small American flags on sticks. In the center, a man in a suit and glasses is smiling. A large American flag is being held up by one of the children. The scene is festive and patriotic.

PROGRAMS

Managing Key City and Public Programs and Resources

PartnerTulsa serves as a centralized steward for major City of Tulsa programs that drive economic growth. Key programs managed include Tax Increment Finance, Commercial Revitalization programs, the Economic Development Infrastructure Fund, Downtown Development and Redevelopment Fund, Affordable Housing Trust Fund, among others.

WHO WE ARE AND HOW WE OPERATE

Defining Our **Mission,** Vision, and Values

PartnerTulsa's Strategic Plan is guided by our Mission, Vision, and Values - all of which were defined as a part of a comprehensive strategic planning process during our 2021 launch year.

Mission

We are innovators who create and manage public assets and resources to drive economic growth. We invest in Tulsa's economy, businesses, neighborhoods, and people with the goal of leveraging our resources to create economic opportunity and drive equitable outcomes.

Vision

We envision a future where race, nativity, gender, or zip code do not determine economic opportunity, and all people can maximize their potential to create and share in Tulsa's economic prosperity.





EVERYONE IS **WELCOME**

Values

We love Tulsa.

We are passionate about this city and its people. We are inspired daily by Tulsa's rich culture, great neighbors, and quality of life, and we can't imagine wanting to work anywhere else.

We are public servants, first and foremost.

We strive to be humble stewards of public resources, oriented toward action, and dedicated to effective outcomes. We know our work is not about ribbon cuttings and project announcements, but about improving the lives of the people we serve.

We grow Tulsa's economy for everyone.

We do this work because of the impact it has on our city. We acknowledge our decisions will have real consequences for people's lives and believe Tulsa is at its best when everyone benefits from participating in its economic vitality.

We are committed to equity and institutional change.

We recognize both the urgency of increasing economic opportunity in Tulsa and that this takes time and sustained work. We hold ourselves accountable by investing in and institutionalizing policies, practices, metrics, and tools to foster transparency and prioritize communitywide engagement.

BOARD OF DIRECTORS

Guided by Experience

PartnerTulsa's work is overseen by the 13-member Board of Trustees of the Tulsa Authority for Economic Opportunity (TAEO), which is appointed by the Mayor of Tulsa and approved by the Tulsa City Council.

The diversity of the Board provides for critical skills and expertise that will allow for oversight and governance of TAEO's activities and strategy.

TAEO's inaugural Board of Trustees stands as the most diverse of any Public Authority in the city of Tulsa, with appointments to the Board of Trustees made by the Mayor and approved by the Tulsa City Council.

“TAEO's inaugural Board of Trustees stands as the most diverse of any Public Authority in the city of Tulsa.”

Demonstrated Diversity

39%
ARE WOMEN

23%
IDENTIFY AS
BLACK

8%
IDENTIFY AS
NATIVE AMERICAN

8%
IDENTIFY AS
LATINX



Current Trustees

Mayor G.T. Bynum, Chair
City of Tulsa

Elian Hurtado, Vice Chair
Galera Business Consulting

Steve Mitchell, TDA Chair
Argonaut Private Equity

Ashley Philippsen, TDA Vice Chair
ImpactTulsa

A. Craig Abrahamson
Abrahamson Law

Thomas Boxley (TDA)
KIPP Tulsa

Carl Bracy (TDA)
State Farm Insurance

Jennifer Griffin (TDA)
J Griffin Design

Ben Kimbro
Trulieve

Andy McMillan
Cherokee Nation Businesses

Joan Parkhurst
Parkhurst Investments

Katie Plohocky
HCSI, Inc.

Terrell Siegfried
NORDAM

FY 2022 STRATEGIC PLAN

Output Measures

PartnerTulsa's first year was one of many accomplishments. From July 1, 2021 to June 30, 2022, PartnerTulsa's work on behalf of the City of Tulsa resulted in \$275 million in new investment—with more in the pipeline.

Costco will invest \$19 million in upfront construction costs while the City's \$3.9 million incentive will spin off economic benefits in the form of 125 new jobs, additional city sales tax dollars, and increased access to high quality goods in northeast Tulsa. Likewise, the \$450,000 dollar investment in Project Oasis will pay dividends far into the future. These highlights give a snapshot of the efforts that will move Tulsa forward for a more equitable future.

ADMINISTRATION

Revenue
Growth Rate
26%

Expense
Growth Rate
-0.8%

Maintenance Expense
to Asset Revenue
52%

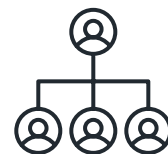
ECONOMIC DEVELOPMENT



Total Dollars Invested
in Workforce Development
\$1,600,000



Total Dollars Invested
in Small Business Support
\$25,000



Number of Direct
Jobs Created
958



Businesses
in SBE Program
125



Businesses Reached through
Retention & Expansion
130



Businesses Served through
Development Services
109

Notes:

1. Capacity Building efforts include the MORTAR and re(BUILD) programs and the Affordable Housing Infill Symposium.
2. Engagement efforts include the Evans-Fintube and Kirkpatrick Heights-Greenwood projects and support provided by our Business Liaison Services Manager.
3. Total dollars invested in Workforce Development include those invested by the City of Tulsa in Re Train Tulsa.



ALL DIVISIONS



Total Dollars Invested
by PartnerTulsa

\$50.99 Million



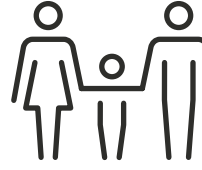
Total Dollars Invested in Tulsa
from PartnerTulsa efforts

\$274.5 Million



Total Participants in
Capacity Building

34



Total Residents Directly
Engaged by PartnerTulsa

965

COMMUNITY DEVELOPMENT



Total Dollars Invested
in Affordable Housing

\$1,057,680



Housing Units
Produced

545



Affordable Units based
on % of Median Income

53

DEVELOPMENT FINANCE



Office Square
Footage Supported

272,000



Retail Square
Footage Supported

259,764



Industrial Square
Footage Supported

125,000



Lots Transferred, Sold or Under
Contract for Development

24



Businesses Supported
through Incentives

6

Equality Indicators

All Tulsans do better when every Tulsan does better.

Measuring and striving for equality leads us toward greater economic security, educational success, stable and secure housing, justice and safety, physical and mental well-being, and fair distribution of services for every Tulsan, which

ultimately produces a more enriched quality of life for all Tulsans. Full measurements in each of these areas can be found at tulsaei.org. Select measurements from Education, Economic Opportunity, and Housing are highlighted below.

Summary of City & Theme Scores



Education

50%

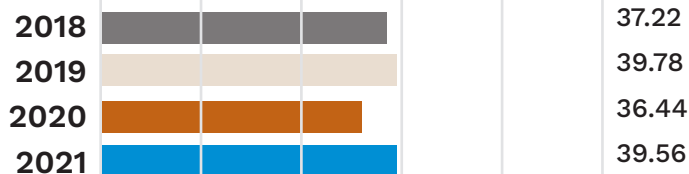


Education Highlights

Chronic absenteeism by race: 61
Dropping out by income: 61
Graduation by English proficiency: 63



Economic Opportunity

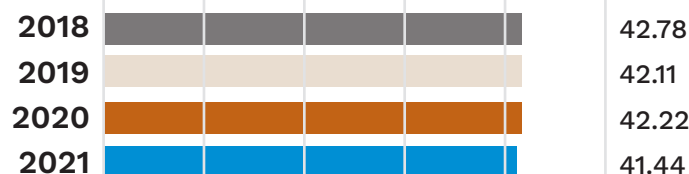


Economic Opportunity Highlights

Business ownership by gender: 71
Business ownership by race: 39
Unemployment by race: 38
High wage occupations by race: 35
Living wage by geography: 47
Median household income by race: 44



Housing



Housing Highlights

Homeownership by race: 42
Housing cost burden by income: 13
Rent burden by income: 17
Evictions by race: 66

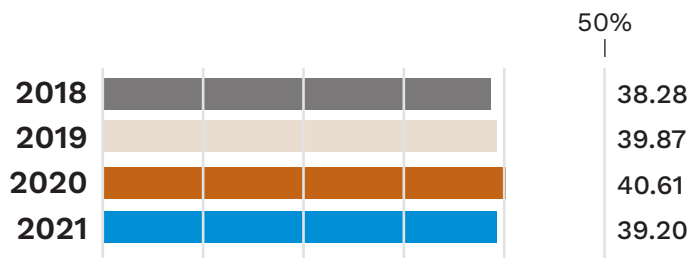
See a comprehensive list of equality indicator measurements at tulsaei.org.

OVERALL CITY SCORE



Tulsa is gradually making progress toward equity

Tulsa's 2021 equality score of 39.20 represents a slight decline from 2020, but an improvement since 2018, meaning that overall, Tulsa is moving toward greater equality.



2018 to 2021 City
Level Change Score

+0.93



HOPE

STRATEGIC PLAN OBJECTIVES

7 Primary Objectives



1. CRAFT TRANSFORMATIVE ECONOMIC STRATEGIES

Serve as a regional thought-leader to ensure job growth advances economic opportunity and mobility; proactively prepare sites for economic development opportunity; leverage and track data to inform economic strategies.



2. BUILD CAPACITY AND EMPOWER COMMUNITIES

Develop a comprehensive approach to community engagement efforts; build capacity among entrepreneurs and developers, particularly those of color; eliminate barriers in the development process.



3. LEVERAGE PUBLIC-PRIVATE PARTNERSHIPS

Identify how businesses and private partners can best support equitable economic development goals. Engage private partners to develop strategies and solutions; align TAEO's public finance and incentive tools to facilitate equitable development and reward partnerships; leverage philanthropic partnerships.



4. CREATE PATHWAYS TO QUALITY EMPLOYMENT

Identify TAEO's role in the workforce ecosystem; align workforce investments with place-based redevelopment efforts; provide resources for workforce providers to increase impact.





5. SUPPORT SMALL BUSINESSES & ENTREPRENEURS

Understand the Tulsa ecosystem and TAEO's role; actively develop and share resources for small businesses and entrepreneurs; leverage data to understand gaps in public procurement efforts; design solutions to increase participation.



6. INVEST IN NEIGHBORHOOD INFRASTRUCTURE

Leverage partnerships to advance development in Destination Districts; attract businesses to fill service gaps; partner with the City to support critical infrastructure development; increase access to and availability of quality, affordable housing.



7. BUILD AND SUSTAIN ROBUST OPERATIONS.

Develop a strategic framework for managing TAEO's assets and develop a plan to dispose of high-cost assets; identify and implement additional revenue sources; build processes and systems to ensure organizational sustainability.



FY 2022 STRATEGIC PLAN OBJECTIVES

Development Finance & Strategic Investments

PILLAR:

Neighborhood and Corridor Initiatives

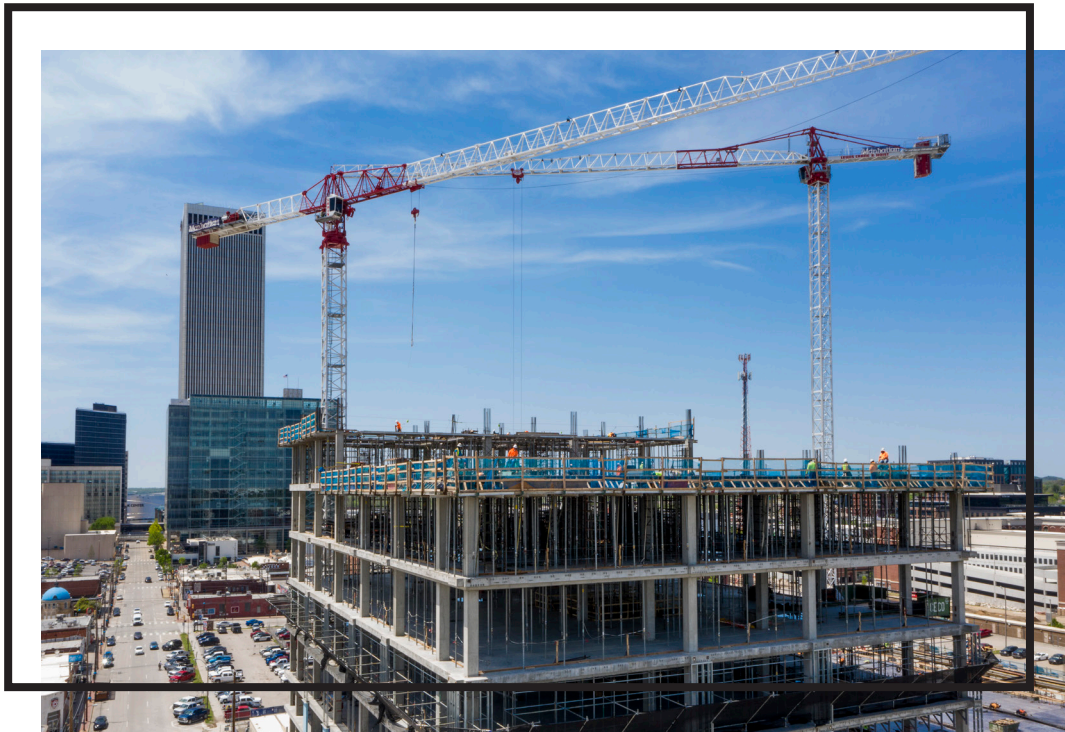
Action 6.1

Partner with the Downtown Tulsa Partnership to advance transformative public investments through the Downtown Master TIF. Finalize and seek approval of the policies governing public improvements in the Downtown Master TIF. Advance initial investments by partnering with

DTP to execute an initial study on priorities for public realm improvements, which will be utilized to prioritize and plan out annual investments through the Master TIF. Establish an agreement or MOU with DTP governing the process for implementing and executing public improvement projects.

UPDATE

We have developed the framework for advancing public improvements with DTP and anticipate advancing this in the first half of FY23 along with other community stakeholders.



The background of the entire page is a vibrant, abstract mural. It features large, bold shapes in orange, pink, yellow, and dark blue. A prominent black star is visible on the left side. The overall style is modern and artistic, with thick brushstrokes and a collage-like feel.

HIGHLIGHTING SUCCESS

Driving Housing Development Downtown

In 2020, the City of Tulsa completed an update to an initial study of housing demand and supply in Downtown, which set the initial foundation for much of the development Tulsa has seen in its urban core. This study, which expanded the review area to surrounding neighborhoods, identified substantial demand for new housing units in the City's urban core and served as an impetus for the implementation of Tulsa's Neighborhood Infill Overlay, which supports the development of "missing middle" housing.

Given an increase in population and demand since the release of this study, PartnerTulsa is working alongside the Downtown Tulsa Partnership to complete a targeted update to this study, with the goal of quantifying additional demand and development opportunities. This updated study is expected to be complete by the end of 2022 and will inform how future rounds of Downtown Development and Redevelopment Funds will be deployed into projects.

FY 2022 STRATEGIC PLAN OBJECTIVES

Development Finance & Strategic Investments

PILLAR:

Real Estate Management and Revenue Creation

Action 7.1

Create a real estate asset management framework that guides the organization's decision-making towards how it should acquire and dispose of real estate assets, maximize value, limit organizational costs from maintaining low-value residential properties, and redirect assets to achieve policy goals. TAEO should include community goals and concerns in developing this framework, with particular attention for how residential parcels are disposed of and how TAEO can leverage these new

revenues to create funding sources to support equity-focused programming.

UPDATE

In FY22, we prioritized disposition of legacy TDA assets with great success as well as consolidating operations of the parking system under one operator where we anticipate achieving significant operating efficiencies. In FY23, we will extend our work on asset disposition and management into a more formalized disposition and management strategy.

Action 7.2

Inventory and assess physical assets Create an inventory of all assets that fall underneath TAEO's umbrella and keep this inventory up-to-date and available on TAEO's website. This should be performed in parallel with Action 1 above and as TAEO learns about the state of its inventory, update and inform the framework accordingly. Perform site assessments for these assets to understand how best to approach asset management and in some cases, disposition.

UPDATE

TDA inventory currently on PartnerTulsa.com.





HIGHLIGHTING SUCCESS

Redeveloping Vacant Lots and Revitalizing Neighborhoods

Two key goals of PartnerTulsa are neighborhood revitalization and thoughtful management of current real estate holdings, and there is nothing better than accomplishing two goals at once. A perfect example of those goals coming together are our partnerships with local, single-family home developers like Terrell Ellison and the Ellison Investment Group. After working with the Real Estate team at PartnerTulsa to review available inventory and then selecting a lot that had been on the books for over 20 years, Mr. Ellison

and team turned a vacant lot in the Dunbar Neighborhood into a beautiful home ready to be sold. Due to the success of this partnership Mr. Ellison is under contract to purchase an additional lot in the neighborhood from PartnerTulsa. Bringing quality housing to neighborhoods through infill development and making home ownership a reality is what we strive for at PartnerTulsa...and partners like Ellison Investment Group make it happen!

FY 2022 STRATEGIC PLAN OBJECTIVES

Economic & Workforce Development

PILLAR:

Eliminating Barriers to Opportunity

Action 2.8

Advocate to eliminate barriers in the development process. Review and analyze customer requests for Business Liaison Services along with customer survey data to identify barriers in the development process. Develop programming strategies to overcome limiting bureaucratic or regulatory hurdles that have prevented minority and female developers and business owners from gaining the necessary

approvals to advance project applications. Advocate to alter development processes that are particularly onerous or burdensome.

UPDATE

The Business Services Liaison Manager has aided 109 businesses seeking assistance over the last year in addition to supporting businesses through the Infrastructure Development Permitting and Code Compliance processes. The Business Services Liaison also prepares and distributes quarterly newsletters to the development community on behalf of the Development Services Department and conducts quarterly meetings with the developer community at large.





HIGHLIGHTING SUCCESS

Helping Businesses Move Quickly through Permitting Processes

PartnerTulsa's goal is to overcome limiting bureaucratic or regulatory hurdles that prevent business success. We do this by providing durable resources, including training and permitting support, for local small businesses in conjunction with local partners. When local flea market vendors were closed due to unpermitted business operations, Ashley Chaney, the PartnerTulsa Business Services Liaison, immediately took steps to work with the local Hispanic Small Business Association to provide information about permitting to local flea market businesses and the market operator. She helped the market operator

understand the permits needed for operation and provided information on Outdoor Sales permits to local vendors. Ashley then set to work with the City of Tulsa's Communications Department to produce a Spanish-language video overview of the Outdoor Sales Permit process. The permitting video series being developed by PartnerTulsa and the City of Tulsa will provide an ongoing resource for vendors seeking to do business in the City of Tulsa. As a result of these efforts, the market was able to quickly reopen, supporting local entrepreneurs.

Economic & Workforce Development

PILLAR:

Small Business and Entrepreneurship Support

Action 5.1

Identify and support programs that provide capital to small businesses and entrepreneurs. Identify opportunities to support programs that deliver capital to small business owners and entrepreneurs, with a focus on minority and women owned business owners. Efforts will include sustaining and expanding the Resilience and Recovery Fund that serviced small businesses impacted by COVID-19.

UPDATE

PartnerTulsa has been meeting with businesses, banks, non-profits, and CDFIs to identify capital access gaps in current small businesses financing. Through this process we have identified a need in lower range (\$25,000-\$250,000) loans that exceed microfinancing, but are not substantial enough to attract traditional lending. We are now meeting with lenders to determine the most feasible opportunities for PartnerTulsa to support deliverance of capital to small business owners and entrepreneurs, with a

focus on tools to support future tenanting of PartnerTulsa efforts, including Evans-Fintube.

Action 5.2

Inventory small business and entrepreneurship resources and communicate to stakeholders. Identify and inventory small business service providers and create a comprehensive clearinghouse of resources and information. Market this information to small businesses, particularly those who might not have regular access to internet.

UPDATE

In 2021, PartnerTulsa received support from the National League of Cities (NLC) and Kansas City-based SourceLink for local entrepreneurship ecosystem mapping. Resources were mapped geographically and functionally classified into common search categories, such as incubators, financing, marketing, etc. This database, the Entrepreneurship Hub, was then published through a beta-form website. In 2022, PartnerTulsa received a grant from NLC to translate these materials into Spanish, with support from the YWCA. The final dual-language ecosystem map will be added to the PartnerTulsa website.



HIGHLIGHTING SUCCESS

Making Resources for Entrepreneurs Readily Available

As the local entrepreneurial ecosystem has grown over the past several years, so too has the need for a central clearinghouse of available resources. Entrepreneurs increasingly have more options to choose from but little knowledge of what is available to them. PartnerTulsa has been working with the National League of Cities (NLC) and Kansas City-based SourceLink to map small business and entrepreneurship resources within Tulsa. This database, the Entrepreneurship Hub, was developed in response to local needs and published in a beta-form website.

PartnerTulsa received a grant from NLC to actively communicate this clearinghouse and to translate the Entrepreneurship Hub into Spanish with support from the YWCA. The final dual-language Entrepreneurship Hub will be published to the PartnerTulsa website and pushed out to local partners and stakeholders through public events. PartnerTulsa looks forward to growing its navigator role for local businesses seeking resources to support business startup and expansion.

FY 2022 STRATEGIC PLAN OBJECTIVES

Community Development

PILLAR:

Capacity Building

Action 2.6

Build capacity for inexperienced property owners and developers. Partner with TEDC to fund and launch an enhanced pilot of the Build Tulsa program to expand the suite of capacity building opportunities for inexperienced property owners and developers, with a special focus on developers of color, by offering training in housing construction and technical assistance. Train developers to navigate PartnerTulsa and City of Tulsa procurement processes and how to develop a quality proposal. Following completion of the pilot, assess where the program should be housed long-term and identify funding and staffing needs.

UPDATE

In April 2022, PartnerTulsa hosted an in-person training event for local developers with Darrell Beavers of the Oklahoma Housing Finance Agency on the Low Income Housing Tax Credit and National Housing Trust Fund resources for the development of affordable housing. In May 2022, PartnerTulsa hosted an Affordable Infill Development Symposium in partnership with the Tulsa Planning Office, George Kaiser Family Foundation, and the Home Builders Association.

Over 30 local developers attended the day long event to learn about the neighborhood infill overlay and recent changes to further promote infill housing, accessing property slated for public demolition; and gap funding available through the Affordable House Trust Fund. PartnerTulsa currently administers the Abode Initiative, an education and outreach program for developers, landlords, and property managers. Currently, about 200 individuals and organizations participate to receive weekly updates on resources, services and educational opportunities to support property owners and developers. Throughout the year, PartnerTulsa has hosted many virtual training opportunities for local developers as part of the Abode Initiative. These included a free webinar with Ashley Chaney on PartnerTulsa services available to assist commercial and residential developers in the City of Tulsa. Most recently, PartnerTulsa partnered with PSO to host two webinars on energy efficiency programs for single-family and multifamily residential rental property owners and developers.

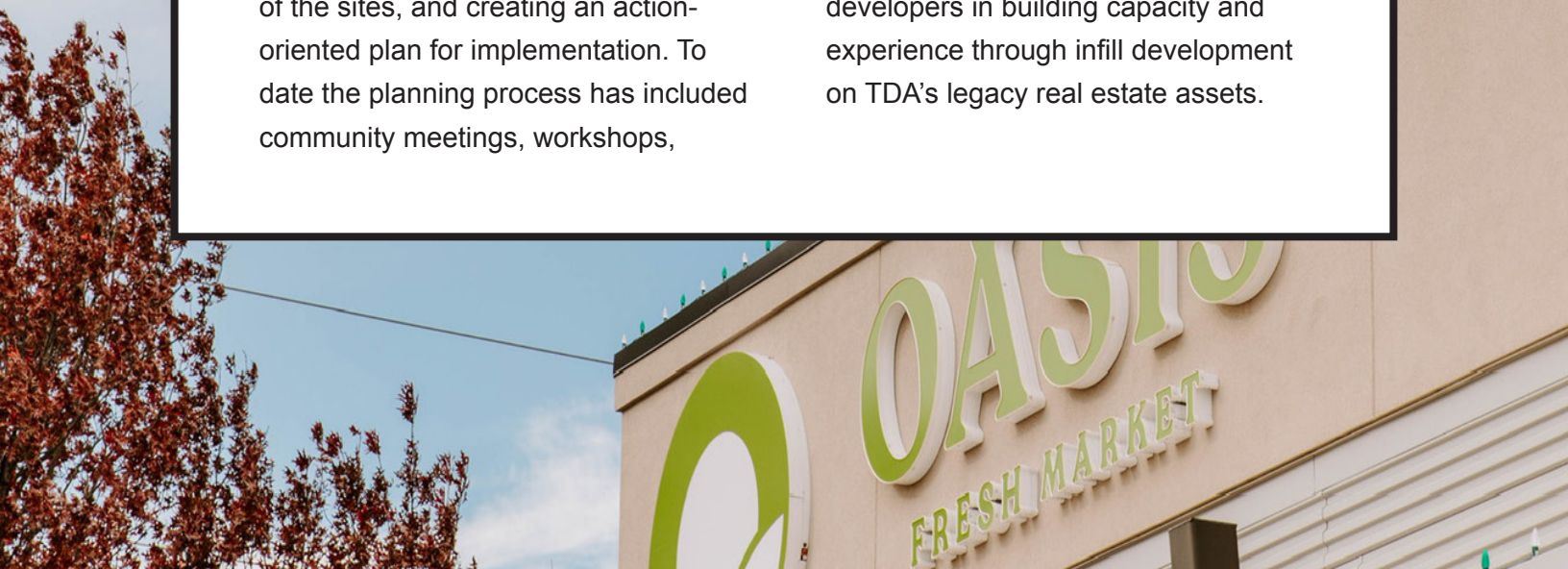
HIGHLIGHTING SUCCESS

Building Capacity by Centering Community in Processes and Planning

In June 2021, The City of Tulsa assembled a community Leadership Committee made of 11 community leaders to guide the Kirkpatrick Heights-Greenwood Master Plan. Along with the Leadership Committee, the City of Tulsa, PartnerTulsa, and planning and design consultant WRT launched a 12-month master plan process to create a renewed vision and framework for the redevelopment of 56-acres of publicly owned property. This community-led planning process is evaluating existing conditions and opportunities, developing a vision for redevelopment of three distinct sites, recommending structures for long-term ownership and governance of the sites, and creating an action-oriented plan for implementation. To date the planning process has included community meetings, workshops,

charrettes, and informal conversations, as well as small focus groups and interviews that have directly informed the development of the master plan and represented over 1,000 touch points within community. This Master Plan is a one-of-kind planning effort that can prove what a resilient city like Tulsa can do to revitalize one of its historically underserved neighborhoods.

The planning process will be coupled with efforts to leverage program graduates from TEDC's re(BUILD) program, as well as additional work by PartnerTulsa to support small-scale developers in building capacity and experience through infill development on TDA's legacy real estate assets.



FY 2022 STRATEGIC PLAN OBJECTIVES

Community Development

PILLAR:

Housing Development

Action 6.6

Identify public and private funding sources for affordable housing strategy execution. Review the tools and resources that support the affordable housing strategy to determine if they are sufficient to execute the strategy effectively. Identify any gaps between individual strategies and the associated level of funding. In particular, identify long-term funding sources to support the Affordable Housing Trust Fund, to include potential ongoing public funding sources.

UPDATE

GKFF BEST approved a grant of \$500,000 to the Affordable Housing Trust Fund to increase access to rental and homebuyer assistance programs for families with young children living in poverty. GKFF BEST has previously provided a grant of \$1,000,000 to the Affordable Housing Trust Fund, which has supported grants including the Be Well Community Development Corporation's North Tulsa Forward Program to help 50 households in the North Tulsa become first-time homebuyers. The Anne and Henry Zarrow Foundation approved a grant of

\$3,000,000 to the Affordable Housing Trust Fund for the production and preservation of affordable housing through affordable housing development loans, homebuyer assistance grants, landlord incentives grants, and direct rental assistance grants. The funds will be awarded in 3 annual payments of \$1,000,000 beginning in February 2022, with subsequent payments made in February each year between 2023 and 2024.

Action 6.7

Support local programming that promotes homeownership among low-income residents. Identify service gaps and consider funding strategies to enhance capacity for services promoting homeownership among these groups, including any unique barriers faced by women or minority residents.

UPDATE

The Affordable Housing Trust Fund has provided a grant to the Be Well Community Development Corporation to develop a virtual financial literacy program, a home buyer education program, and to provide financial assistance to up to help 50 households purchase their first home in North Tulsa. The Affordable Housing Trust Fund has also provided a grant to the Met Cares Foundation to support the Growing Greenwood Program, which will help 30 households purchase their first home in North Tulsa.



HIGHLIGHTING SUCCESS

Improving Housing Policies

PartnerTulsa had the unique opportunity to host a team of six (6) Harvard Business School students for one week during the Spring of 2022. The MBA students are required to complete a course called the FIELD Immersion, in which they work with various entities to introduce new products, evaluate services, and improve the customer experience for the local consumer. For the past decade they've sent students around the globe, however, this year, they focused their attention on domestic challenges in the US. The 171 FIELD Immersion Project Partners spanned 15 cities across 15 states, and Tulsa was fortunate enough

to host a cohort. At PartnerTulsa, we asked the students to review our Gold Star Landlord Program, and the students presented their ideas, field research, observations, and findings. Their recommendations are helping us improve our ongoing efforts to better align resources with the needs of tenants, landlords and property managers, and to ensure more effective policies that prevent displacement of residents and increase the number of safe, healthy, and quality affordable housing units in our community.

FY 2022 STRATEGIC PLAN OBJECTIVES

Community Development

PILLAR:

Housing Development

Action 6.8

Support landlords and property managers who engage in the best practices. Implement programming that incentivizes landlords and property managers who engage in rental practices aligning with the anti-displacement strategy and city-wide housing strategy. Coordinate with community partners to support landlords who engage in best practices, including the Tulsa Health Department and the Early Settlement Mediation Program. Engage in outreach to landlords and property managers on best practices through email updates and educational programming, and provide opportunities for landlords to give feedback.

UPDATE

PartnerTulsa currently administers the Abode Initiative, an education and outreach program for developers, landlords, and property managers. Currently, about 200 individuals and organizations participate to receive weekly updates on resources, services and educational opportunities to support property owners and developers. Throughout the year, PartnerTulsa

has hosted many virtual training opportunities for local landlords and property managers as part of the Abode Initiative. These included a free webinar with Legal Aid Services of Oklahoma on the legal rights and responsibilities of landlords when tenants have service animals or emotional support animals.

Through the Affordable Housing Trust Fund, PartnerTulsa has provided grants to 4 agencies to create Landlord Guarantee Funds: Domestic Violence Intervention Services, Tulsa CARES, Tulsa Day Center, and Housing Solutions. Landlord Guarantee Funds help agencies to recruit landlords to provide housing opportunities to low-income tenants. If a tenant fails to pay rent, utilities, or causes damage to the property, the Landlord Guarantee Fund will reimburse the landlord up to 3 months' rent or \$3,000. In the last year, only three claims have ever been made to the Landlord Guarantee Funds. All the claims were paid and the tenant was able to remain stably housed through the intervention of the Landlord Guarantee Funds.



HIGHLIGHTING SUCCESS

Leveraging National Resources and Partnerships

In May 2022, Tulsa was selected as one of four (4) communities to participate in the Just Home Project, a national program launched by the John D. and Catherine T. MacArthur Foundation and Urban Institute, and designed to advance community-driven efforts to break the link between housing instability and jail incarceration. PartnerTulsa served as the lead applicant for this major grant, working alongside key partners leading homelessness, housing, and justice advocacy across Tulsa. As part of the planning process, PartnerTulsa has been engaging in ongoing outreach to Tulsa residents, as well as developers, landlords, property managers, and other housing providers on the challenges

that they experience providing housing opportunities to renters with a history of criminal justice involvement.

The first six (6) months of the grant are focused on the development of a Housing Investment Action Plan (HIAP). Following the completion of the HIAP, PartnerTulsa will have the opportunity to access Program Related Investment (PRI) funding, which will be deployed through a long-term loan at a one-percent interest rate. These funds will ultimately allow PartnerTulsa and project partners to invest in the development and preservation of housing units that will serve justice-involved Tulsans.



**“Working together,
brighter days remain
ahead of us.”**

MAYOR G.T. BYNUM
City of Tulsa







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