

INTRODUCED: April 28, 2025

AN ORDINANCE No. 2025-088

To direct the conveyance of the City-owned real estate located at 1501 Fendall Avenue, consisting of 3.0491± acres, and all or a portion of the City-owned real estate located at 1601 Fendall Avenue, consisting of 2.6226 acres ±, for nominal consideration to Eden Village of Richmond, Inc. for the purpose of facilitating the construction of permanent affordable housing for homeless and low to moderate income individuals and associated parking.

Patron – Mayor Avula

Approved as to form and legality
by the City Attorney

PUBLIC HEARING: MAY 12 2025 AT 6 P.M.

WHEREAS, by Resolution No. 2024-R040, adopted March 10, 2025, the Council approved the biennial real estate strategies plan entitled “Revised 2024 Biennial Real Estate Strategies Plan for City Owned Surplus Properties” and declared the City-owned real estate located at 1501 Fendall Avenue, consisting of approximately 3.0491 acres, and 1601 Fendall Avenue, consisting of approximately 2.6226 acres, to be surplus City-owned real estate;

NOW, THEREFORE

THE CITY OF RICHMOND HEREBY ORDAINS:

AYES: _____ NOES: _____ ABSTAIN: _____

ADOPTED: _____ REJECTED: _____ STRICKEN: _____

§ 1. That, notwithstanding any provision of section 8-58 of the Code of the City of Richmond (2020), as amended, to the contrary, the City-owned real estate known as 1501 Fendall Avenue, consisting of approximately 3.0491 acres, and identified as Tax Parcel No. N000-0254/001 in the 2025 records of the City Assessor, and all or a portion of the City-owned real estate known as 1601 Fendall Avenue, consisting of approximately 2.6226 acres, and identified as Tax Parcel No. N000-0284/001, are hereby directed to be conveyed to Eden Village of Richmond, Inc. for nominal consideration for the purpose of facilitating the construction of permanent affordable housing for homeless and low to moderate income individuals and associated parking, in accordance with the applicable provisions of Chapter 8 of the Code of the City of Richmond (2020), as amended, the Charter of the City of Richmond (2020), as amended, the Code of Virginia (1950), as amended, and the Constitution of Virginia.

§ 2. That pursuant to section 8-65(b) of the Code of the City of Richmond (2020), as amended, the Chief Administrative Officer is hereby directed to execute, on behalf of the City, the deed and such other documents, all of which must first be approved as to form by the City Attorney, as may be necessary to consummate the conveyance of the real estate authorized by Section 1 of this Ordinance.

§ 3. This ordinance shall be in force and effect upon adoption.

City of Richmond

Intracity Correspondence

O&R Transmittal

DATE: March 26, 2025

TO: The Honorable Members of City Council

THROUGH: The Honorable Danny Avula, Mayor

THROUGH: Sabrina Joy-Hogg, Interim Chief Administrative Officer

THROUGH: Sheila White, Director of Finance

THROUGH: Meghan Brown - Director of Budget and Strategic Planning

THROUGH: Sharon L. Ebert, Deputy Chief Administrative Officer – Planning & Economic Development Portfolio

FROM: Gail Johnson, Director of General Services
Chris Nizamis, Real Estate Manager – Real Estate Strategies/DGS

RE: **Conveyance of 1501 Fendall Avenue (Parcel ID #N0000254001) for the development of permanent affordable housing for the homeless and low-moderate income individuals.**

ORD. OR RES. No. _____

PURPOSE: To direct the conveyance of the surplus City-owned real estate located at 1501 Fendall Avenue, consisting of 3.0491± acres, and all or a portion of the surplus City-owned real estate located at 1601 Fendall Avenue, consisting of 2.6226 acres ±, for nominal consideration to Eden Village of Richmond, Inc., a Virginia not-for-profit corporation, for the purpose of facilitating the construction of permanent affordable housing for homeless and low to moderate income individuals and associated parking.

BACKGROUND: The approximate 3.0491± acre vacant/unimproved City-owned parcel located at 1501 Fendall Avenue (Parcel ID# N0000254001) and 1601 Fendall Ave (Parcel ID# N0000284001) cumulatively (the “Property”) was declared surplus by City Council via Council’s approval of the 2024 Biennial Real Estate Strategies Plan (Res. 2024-R040). The requested ordinance would authorize the City to convey/donate the Property to Eden Village of Richmond, Inc. a Virginia 501 (c)(3) non-profit entity, for the development of approximately 30-40 affordable housing rental units, for individuals with annual incomes less than or equal to 30% - 80% of the area median income (AMI) as published by HUD for the Richmond City Metropolitan Statistical Area (excluding the Greater Richmond MSA).

The conveyance of the Property will include 1501 Fendall Ave. in its entirety, as well as, either the conveyance (Boundary Line Adjust) or an easement over a small portion (TBD) of the southern portion of 1601 Fendall Avenue to be used for additional parking (the “Adjoining Property”).

Additionally:

- The Development shall include a gated and security monitored community, along with a community center with offices for social services and counseling, a laundromat, kitchen, dining hall, library, a room for medical check-ups, and a community store for residents to “buy” needed items with points earned for being a good neighbor.
- Eden Village is not a homeless shelter. Eden Village of Richmond will be an affordable, permanent supportive housing community (“Village”) for those who have the lowest incomes in the Richmond area. Those who have been unsheltered for over a year and who have chronic illnesses will have preference.
- The Property and Additional Property are located within a R-53 Residential (multi-family) zoning district within the 3rd Council District. In support, the Offeror is aware and anticipates that a formal Special Use Permit (SUP) will be required due to the proposed project use.

In the City’s One Richmond - An Equitable Affordable Housing Plan, the City set a goal of 1,000 new affordable units annually until 2030. This conveyance and subsequent development of 30-40 affordable units targeting individuals and families across the spectrum of affordability with annual incomes less than or equal to 30% will contribute to meeting the new affordable unit goal and addressing the City’s affordable housing needs.

Residents will pay a minimal amount of rent (expected to be around \$350 per month). Rent will include utilities. Because many have not had an address for many years, they will help those who are eligible for SSI, social security, or disability apply for these benefits.

The offer price for the Property is \$100.00 (One Hundred Dollars and no cents). The Purchaser shall make a minimum investment of Four Million Dollars (\$4,000,000) to complete the Development (inclusive of hard construction costs, soft construction costs and the fair market value of labor and materials that may be donated to Purchaser), subject to adjustment based on current market conditions. The Purchaser shall make a minimum investment of Two Million Dollars (\$2,000,000) to complete the initial phase of the Development as described herein, subject to adjustment based on current market conditions. The value of labor and materials donated by licensed contractors or directly by a business entity that manufactur-

ers or sells such materials for construction, development, or similar purposes shall be considered in determining the amount of the investment made by Purchaser.

COMMUNITY ENGAGEMENT: The developer will hold various public information sessions with local community associations.

STRATEGIC INITIATIVES AND OTHER GOVERNMENTAL:

- The subject parcel is included on the “2024 Biennial Real Estate Strategies Plan”, approved by City Council (Res. No. 2024-R040)
- The development will contribute to meeting the City’s goal of 1,000 new affordable units annually (One Richmond – An Equitable Affordable Housing Plan)

FISCAL IMPACT: No direct revenue from the conveyance expected, as this will be a City donation of surplus property, currently assessed at \$299,000.00, to further support the City’s initiative on affordable housing. This project would create short-term job creation and long-term increased tax revenue having impacts to the City’s overall economic benefits.

DESIRED EFFECTIVE DATE: Upon adoption of this Ordinance

REQUESTED INTRODUCTION DATE: April 28, 2025

CITY COUNCIL PUBLIC HEARING DATE: May 12, 2025

REQUESTED AGENDA: Consent Agenda

RECOMMENDED COUNCIL COMMITTEE: N/A (Planning Commission)

AFFECTED AGENCIES: Mayor, Chief Administrative Officer, Office of the City Attorney, Department of Planning and Development Review and the Department of General Services.

RELATIONSHIP TO EXISTING ORD. OR RES.: Related legislation expected to be introduced to City Council an ordinance to authorize a Special Use Permit and an ordinance to designate the property as a Revitalization Area.

ATTACHMENTS:

- Draft Ordinance
- Offer Letter and supporting documentation
- Unsolicited Offer Memorandum (including parcel maps, photos and Assessor’s Property Profile)

STAFF:


Christopher Nizamis, Real Estate Manager - Real Estate Strategies/General Services



OFFICE OF THE CHIEF ADMINISTRATIVE OFFICER

DATE: March 11, 2025

TO: Mayor Danny Avula
Members of Richmond City Council

FROM: Sabrina Joy-Hogg, Interim Chief Administrative Officer 

CC: Sharon L. Ebert, DCAO – Planning & Economic Development Portfolio
Gail Johnson – Director, General Service Administration
Bonnie Ashley – Deputy City Attorney
Lindsey D. Chase – Senior Assistant City Attorney

RE: Receipt of an Unsolicited Offer for 1501 Fendall Ave. (Parcel ID No. N0000254001) and a portion of 1601 Fendall Ave. (Parcel ID No. N0000284001)

Pursuant to City Code section 8-58(a), please find this memorandum as notification of an unsolicited offer for the purchase of certain city-owned real estate, as described herein, recently submitted to the City.

SUBJECT PARCEL:

Address: 1501 Fendall Ave. (the "Property")*
* as well as either the conveyance or an easement over a small part of the southern portion of 1601 Fendall Avenue to be used for additional parking (the "Adjoining Property").

Parcel Number: 1501 Fendall Ave.: #N0000254001
1601 Fendall Ave.: #N0000284001

Acreage: 3.0491± acres (plus the portion of 1601 Fendall Ave. as per above – TBD)

Assessed Value: \$299,000 Total Assessed Value (Assessment Year 2025)

| | |
|--------------|------------------------------|
| \$299,000.00 | = Assessed Land Value |
| \$0 | = Assessed Improvement Value |
| \$299,000.00 | Total Assessment |

Current Use/Description: Vacant land and not currently in use. Note: former heliport and sanitary landfill site. This is a DPW controlled site.

Zoning: R-53 Residential (multi-family)

Council District: 3rd Council District



OFFICE OF THE CHIEF ADMINISTRATIVE OFFICER

UNSOLICITED OFFER:

- Offeror:** Eden Village of Richmond, Inc.
c/o Catherine Ritter, President
- Eden Village is a 501(c)(3) non-profit organization dedicated to providing permanent housing solutions for chronically homeless individuals.
- Purchase Price:** \$100.00 (One-hundred dollars and no cents)
- Proposed Use:** Property would be used to provide 30-35 approximately 405± square foot, one bedroom, detached one bath homes and a community clubhouse within a gated and monitored community. *See the attached for a conceptual drawing.*
- Capital Investment:** Offeror's estimated investment cost = \$5,200,000.00
- Eden Village currently has approximately \$120,000 on hand to contribute to the cost of improvements and to use as a down payment on any initial loans that may be needed for this purpose. In addition, once Eden Village has acquired the land, they will be eligible for the Federal Home Loan Grant Atlanta in the amount of \$750,000 and will be applying for a grant from The Mary Morton Parsons Foundation, the amount to be determined.
- In addition, they have the support of at least one local contractor that has indicated a willingness to provide initial infrastructure-related services at a reduced cost and the experience of other Eden Villages around the country has indicated that once land is obtained, there is increased community support in the form of both donations and volunteer efforts.
- Proposed City Benefits:** Transferring ownership of this Property to the organization for development as an Eden Village community will provide significant benefits to the City of Richmond and its residents including the following:
1. Permanent Supportive Housing for the Chronically Unsheltered
 2. Economic Savings and Community Stability
 3. Neighborhood Revitalization & Property Value Enhancement
 4. Alignment with City and State Housing initiatives
 5. A proven and effective model



OFFICE OF THE CHIEF ADMINISTRATIVE OFFICER

Given these substantial public benefits, they respectfully request the City of Richmond sell the Property to Eden Village to be used for its first Eden Village community in the Richmond area and either convey or provide an easement over a small portion of the Adjoining Property for parking uses. This nominal purchase price reflects the City's investment in a sustainable, evidence-based solution to homelessness that will yield long-term social and economic benefits.

Clarifications:

Eden Village is **not** a homeless shelter. Eden Village of Richmond will be an affordable, permanent supportive housing community ("Village") for those who have the lowest incomes in the Richmond area. Those who have been unsheltered for over a year and who have chronic illnesses will have preference. Eden Village will reach out to organizations who are in regular contact with the unsheltered to get applicants. The Village will be in a secure and monitored area where residents enter using fingerprint entry. Residents can have an overnight guest 4 times per month. Guests must be registered with our office.

Homes will be owned and maintained by Eden Village of Richmond, but residents are able to remain in their home permanently as long as they are following community rules.

There will be a community center with offices for social services and counseling, a laundromat, kitchen, dining hall, library, a room for medical check-ups, and a community store for residents to "buy" needed items with points earned for being a good neighbor. There will be a CEO on-site during the week 8-10 hours a day.

Residents will pay a minimal amount of rent (expected to be around \$350 per month). Rent will include utilities. Because many have not had an address for many years, they will help those who are eligible for SSI, social security, or disability apply for these benefits.

Additional Funding:

Eden Village of Richmond will follow the lead of the other Eden Villages by holding fundraisers, applying for grants, and reaching out to the community (including churches, corporate sponsors, and individuals) to sponsor homes and the community center. They are also putting together a Coalition of Churches asking for monthly or yearly sponsorship of \$50/month or \$1,000/year. Our goal is to get 50-100 churches committed to this. They currently



OFFICE OF THE CHIEF ADMINISTRATIVE OFFICER

have 5 churches committed and once they have the land, they will especially reach out to churches near the property for support since the project will be more visible creating more interest and legitimacy. They currently have several donors committed to giving monthly which is bringing in \$375 per month. Once land has been acquired, they plan to broaden our campaign to increase the number of monthly donations.

Post-acquisition of land, Eden Villages may be able to apply for the Federal Home Loan Grant. This grant provides \$750,000- \$1 million (varying each year). They are currently in discussions with them about applying in May as the deadline is June 26th.

Other grant eligibility through Bank of America, Truist, Dominion Energy, Fulton Bank, Wells Fargo, Community Foundation and many others will be available.

Additional Offeror Info.:

Eden Village of Richmond has signed a licensing agreement with the original Eden Village organization in Springfield, Missouri to utilize their model for the development of an affordable tiny home community with a community center and support services. They are provided with legal documents for resident leases, plans for houses, and any other organizational information needed, as well as training and advisory services and other assistance to facilitate the expansion of the Eden Village model to the Richmond area.

They are also part of a network of Eden Village organizations across the country that collaborate to help ensure success. Currently there are thirteen Eden Villages either in operation or starting across the United States. They have monthly meetings to discuss ideas about what works or what needs to be adjusted if problems arise. Other Eden Villages built in lower income areas have increased property values of those around them and reduced homelessness in the area

Additional Information:

The Subject Parcel is listed on the proposed "2022 & 2024 Biennial Real Estate Strategies Plan" submitted and adopted by City Council on March 10, 2025. RES: 2024-R040.

Please note that City Code section 8-58(c) states: "No ordinance to direct the sale of real estate to an offeror who has submitted an unsolicited offer may be introduced until the Council has adopted a resolution declaring such real estate to be surplus as described in Section 8-60" and "the Council shall not act upon an unsolicited offer in accordance with Section 8-65 and other applicable provisions of this article until the Chief Administrative Officer first has



OFFICE OF THE CHIEF ADMINISTRATIVE OFFICER

proceeded in accordance with either Section 8-61 [Solicitation by offers by request for proposals – generally] and 8-63 [Solicitation of offers by request for proposals – Evaluation of proposals].”

City staff from Real Estate Services will review the offer in greater detail and follow up with additional information as appropriate.

Attachments:

Unsolicited Offer from Eden Village of Richmond
1501 Fendall Ave. Conceptual Project Layout
Parcel map w/aerial photos
Photos of existing Eden Villages



**Eden Village of Richmond, Inc.
P.O. 6036, Midlothian, VA 23112
Email: edenvillagerva@gmail.com
Phone: 540-303-3676**

March 10, 2025

Yvette Preston, Real Estate Analyst
900 East Broad Street
City Hall, Suite 1603
Richmond, VA 23219
By certified mail and email: Yvette.Preston@rva.gov

Re: Offer to Purchase 1501 Fendall Avenue for Affordable Housing Development

Dear Ms. Preston:

I am writing on behalf of Eden Village of Richmond, Inc. ("Eden Village") to submit an offer of \$100 for the purchase of the property located at 1501 Fendall Avenue located in the City of Richmond (Parcel Id # N0000254001) (the "Property") as well as either the conveyance or an easement over a small part of the southern portion of 1601 Fendall Avenue to be used for additional parking (the "Adjoining Property"). The Property is currently a vacant 3.05 acre parcel owned by the City's Public Works department. The Adjoining Property is also vacant land owned by the City's Public Works department used as a sanitary landfill. Eden Village is a 501(c)(3) non-profit organization dedicated to providing permanent housing solutions for chronically homeless individuals.

If sold to Eden Village, the Property would be used to provide 30-35 approximately 405 square foot, one bedroom, one bath homes and a community clubhouse within a gated and monitored community. A conceptual drawing is enclosed for your review. More information regarding the Eden Village model is also enclosed. The anticipated cost for Eden Village to develop the Property for an Eden Village community is \$5.2 million. As shown on the enclosed statement, Eden Village currently has approximately \$120,000 on hand to contribute to the cost of improvements and to use as a down payment on any initial loans that may be needed for this purpose. In addition, once Eden Village has acquired the land, we will be eligible for the Federal Home Loan Grant Atlanta in the amount of \$750,000 and will be applying for a grant from The Mary Morton Parsons Foundation, the amount to be determined. In addition, we have the support of at least one local contractor that has indicated a willingness to provide initial infrastructure-related services at a reduced cost and the experience of other Eden Villages around the country has indicated that once land is obtained, there is increased community support in the form of both donations and volunteer efforts. Transferring ownership of this Property to our organization for development as an Eden Village community will provide significant benefits to the City of Richmond and its residents including the following:

1. Permanent Supportive Housing for the Chronically Unsheltered

Eden Village is committed to providing permanent, supportive communities of small homes for individuals experiencing chronic homelessness. This proven model successfully transitions individuals from the streets into stable housing with supportive services, significantly reducing public service costs related to emergency shelters, healthcare, and law enforcement interventions.

2. Economic Savings and Community Stability

Studies show that permanent supportive housing drastically reduces public expenditures on emergency medical services, police responses, and incarceration related to homelessness. By repurposing the Property, the City can help lower these costs and redirect funds toward other services.

3. Neighborhood Revitalization & Property Value Enhancement

Transforming this vacant or underutilized Property into a well-maintained community will enhance the surrounding neighborhood, increase property values, and improve the overall quality of life for current residents. Our model fosters a safe, self-sustaining community that integrates with and uplifts the surrounding area. Staff will be present on site on a daily basis and the perimeter of the community will be secured by a fence and monitored to help improve safety and reduce crime both on the Property and in the surrounding area.

4. Alignment with City and State Housing Initiatives

The City of Richmond has expressed its commitment to affordable housing solutions and addressing homelessness. Eden Village aligns directly with these goals by providing long-term housing stability, reducing reliance on temporary shelter options, and getting homeless individuals off of the street. The Property is also located within an area of the City with a high need for these services and near a bus stop to assist residents with their transportation needs.

5. A Proven, Effective Model

The Eden Village model has been successfully implemented in multiple cities across the U.S., demonstrating its ability to eliminate homelessness among its residents and foster long-term stability. Since the launch of the first Eden Village in 2019 in Springfield, Missouri, the model has expanded both within Springfield and to several other cities across the country, creating transformative housing communities where residents not only receive shelter but also the resources, support, and dignity needed to rebuild their lives. Each community provides comprehensive case management, healthcare access, and vocational opportunities, resulting in remarkably low recidivism rates back into homelessness. This national success underscores the scalability and sustainability of the Eden Village approach and highlights its potential impact in Richmond.

Given these substantial public benefits, we respectfully request the City of Richmond sell the Property to Eden Village to be used for its first Eden Village community in the Richmond area and either convey or provide an easement over a small portion of the Adjoining Property for parking uses. This nominal purchase price reflects the City's investment in a sustainable, evidence-based solution to homelessness that will yield long-term social and economic benefits.

City of Richmond
March 10, 2025
Page 3

We welcome the opportunity to discuss this proposal further and explore ways we can collaborate to create lasting, positive change in Richmond. Please feel free to contact me at your earliest convenience to discuss the next steps.

Thank you for your time and consideration. We look forward to the possibility of working together to end chronic homelessness in Richmond.

Sincerely,

Catherine B Ritter

Catherine Ritter
President

Enclosures:

Draft conceptual drawing
Pictures of Eden Village of Wilmington
Information regarding the Eden Village model
Proof of funds
Statistics of recidivism



COMMON Q & A'S ABOUT EDEN VILLAGE

What is Eden Village of Richmond?

Foremost, Eden Village is **not** a homeless shelter. Eden Village of Richmond will be an affordable, permanent supportive housing community ("Village") for those who have the lowest incomes in the Richmond area. Those who have been unsheltered for over a year and who have chronic illnesses will have preference. Eden Village will reach out to organizations who are in regular contact with the unsheltered to get applicants. The Village will be in a secure and monitored area where residents enter using fingerprint entry. Residents can have an overnight guest 4 times per month. Guests must be registered with our office.

Homes will be approximately 405 square feet in size and will be furnished with one bedroom and bath, a kitchen and living area, and a front porch. Homes will be owned and maintained by Eden Village of Richmond, which is a 501(c)(3) non-profit organization, but residents are able to remain in their home permanently as long as they are following community rules. There will be a community center with offices for social services and counseling, a laundromat, kitchen, dining hall, library, a room for medical check-ups, and a community store for residents to "buy" needed items with points earned for being a good neighbor. Homes are detached and are designed with a front porch facing each other to create a community feel. There will be a CEO on-site during the week 8-10 hours a day.

Residents will pay a minimal amount of rent (expected to be around \$350 per month). Rent will include utilities. Because many have not had an address for many years, we will help those who are eligible for SSI, social security, or disability apply for these benefits.

Why the Eden Village model?

The Eden Village concept was designed by an individual who previously worked at a Community First in Austin, Texas which consisted of 20 acres of sheds, tents, RV's, and tiny homes to provide affordable housing for low income people. He used that model to develop a community plan that is more attractive, smaller in size, more acceptable in most communities, and more manageable.

Eden Village of Richmond has signed a licensing agreement with the original Eden Village organization in Springfield, Missouri to utilize their model for the development of an affordable tiny home community with a community center and support services. We are provided with legal documents for resident leases, plans for houses, and any other

organizational information needed, as well as training and advisory services and other assistance to facilitate the expansion of the Eden Village model to the Richmond area. We are also part of a network of Eden Village organizations across the country that collaborate to help ensure success. Currently there are thirteen Eden Villages either in operation or starting across the United States. We have monthly meetings to discuss ideas about what works or what needs to be adjusted if problems arise. Other Eden Villages built in lower income areas have increased property values of those around them and reduced homelessness in the area (see attached study).

Residents are also assigned a “home team” of 3-4 people who are volunteers that they can reach out to for doctor appointments or any problems they may be having. Our plan is so successful that the original founders were featured on the Kelly Clarkson Show. You can watch this by googling Kelly Clarkson/Eden Village (watch the 13 minutes version). Information is also attached on how providing the unsheltered with homes benefits communities with fewer hospital visits, police calls, and trespassing on properties.

A picture of the Eden Village in Wilmington, NC is attached. We plan to build our Village very similar to theirs. Also attached is a conceptual drawing of our Village.

How is Eden Village funded?

Eden Village of Richmond will follow the lead of the other Eden Villages by holding fundraisers, applying for grants, and reaching out to the community (including churches, corporate sponsors, and individuals) to sponsor homes and the community center. We are also putting together a Coalition of Churches asking for monthly or yearly sponsorship of \$50/month or \$1,000/year. Our goal is to get 50-100 churches committed to this. We currently have 5 churches committed and once we have the land, we will especially reach out to churches near the property for support since the project will be more visible creating more interest and legitimacy. We currently have several donors committed to giving monthly which is bringing in \$375 per month. Once land has been acquired, we plan to broaden our campaign to increase the number of monthly donations.

When the other Eden Villages acquired land, they were able to successfully apply for the Federal Home Loan Grant. This grant provides \$750,000- \$1 million (varying each year). We are currently in discussions with them about applying in May as the deadline is June 26th. Once we have the property to build, our eligibility for many other grants will be more favorable. Examples: Bank of America, Truist, Dominion Energy, Fulton Bank, Wells Fargo, Community Foundation and many others. After we are established we become eligible for other larger local grants. Examples are The Cabell Foundation, The Schaberg Foundation, The Parsons Foundation, The Community Impact Grant and others.

Eden Village of Wilmington North Carolina was able to open debt free due to families, organizations, businesses, and churches sponsoring homes at \$40,000 per home. In return they are given “naming rights” to name the house in their name or in honor or memory of

someone. In addition, the community center was sponsored by two banks in exchange for naming rights.

Why is Eden Village Successful?

Eden Village is a model that has proven that once a person has a home and is in a safe and secure environment, they can begin to heal and feel safe again. It takes residents an average of 6 months to a year before they actually feel safe and are able to function on a normal level. Since all the residents have experienced the same traumas of being homeless and in fear of being robbed or attacked and living day by day to obtain food and find shelter, they can relate to each other and offer friendship and support. Applicants are typically recommended by local organizations, including the City, and are screened by a committee to determine who is likely to be successful in this type of environment. Eden Village doesn't just put residents in a home, we wrap them with support offering a home team, counseling, and medical check-ups if needed. Most of these things will be offered on a volunteer basis since the community typically comes together to support our Villages in many ways. Eden Villages are also built close to bus stops to provide transportation since most do not have a car.

Each Village is a secure area to prevent negative influences and crime from entering. Residents must keep their homes clean and homes are inspected monthly. If they are a good neighbor by helping to keep the neighborhood clean and assist in maintaining it or helping a neighbor in need, they can earn points to buy items from the community store. Residents get one chance if caught with illegal drugs. They have the choice to go to a rehab center while we hold the house for them. If caught a second time they will lose their home and it will be assigned to a new resident.

Once one Village is built, we plan to build others. Experience in other cities, including Springfield, MO and Wilmington, NC has shown that the overwhelming community support offered for the first Eden Villages makes building the second one much easier.

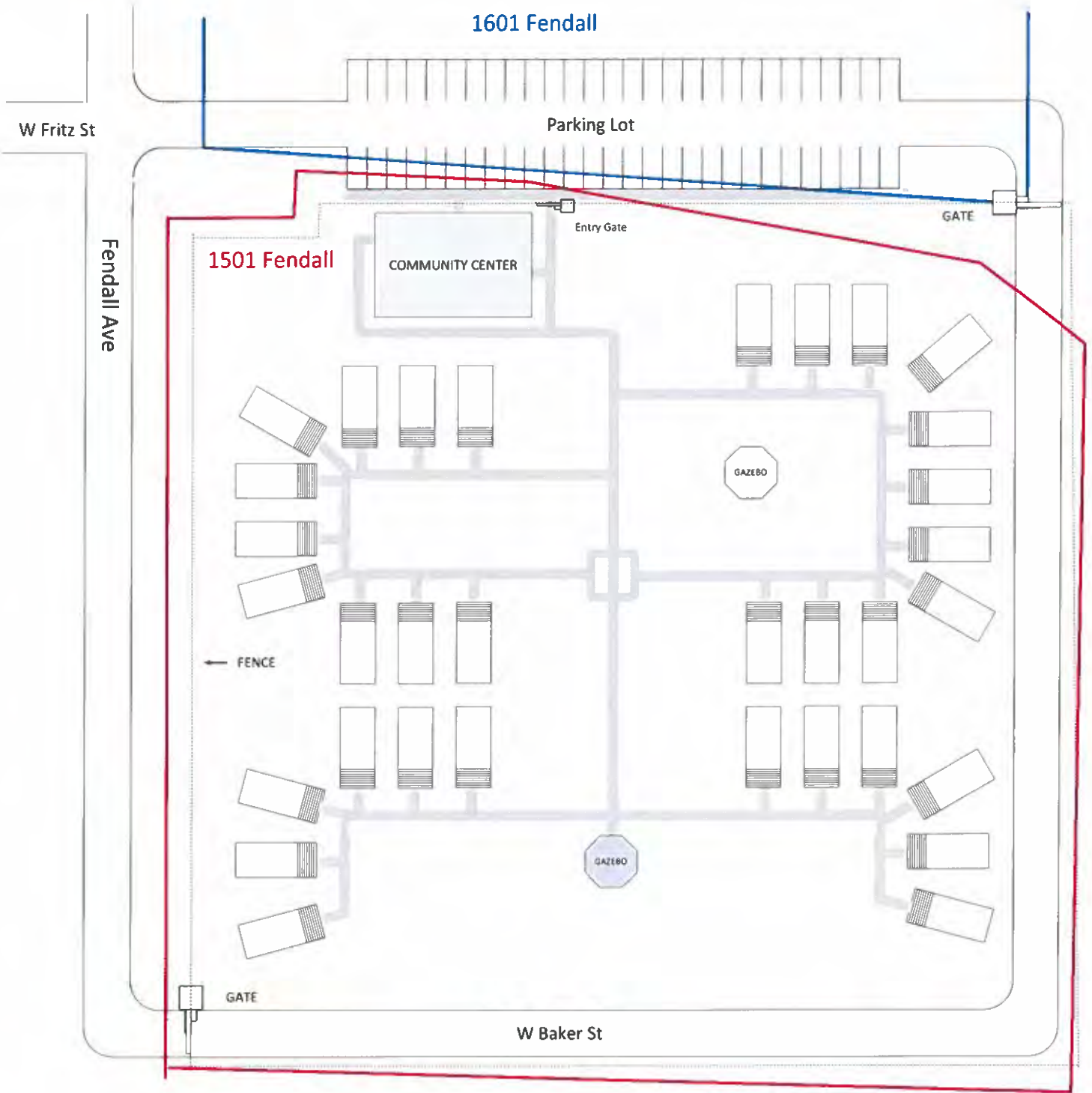
Most of the homeless have never lived in a true community environment, being raised in apartments and often not having stable housing. Eden Village strives to create a community they may have never had with front porches and gathering areas with gazebos and picnic tables. Also, many may not have close family relationships or have lost the one person that was holding the family together. We will become that family and show love and support to these friends in our community.



Cities across the US starting an Eden Village

(*** Established ** In development *Purchasing land)

- *** Springfield, MO (Starting 3rd Village) 48 homes to date
- *** Wilmington, NC – 31 homes/Found property for 2nd Village
- *** Tulsa, OK – 15 homes occupied, 21 homes being built, 27 by late fall
- ** Kansas City, KS – Developing their village/21 homes built to date
- **Phoenix, AZ – 1.58 acres/duplexes/21 homes (groundbreaking was August 2024)
- * Harrisburg, PA- To build 32 homes/6.2 acres- Waiting for city approval
- * Richmond, VA- In negotiations to purchase 3 acres from the City of Richmond to build approximately 32 homes
- * Excelsior Springs, MO- Raising funds to purchase land
- *San Marcos, TX – Beginning stages
- *Mountain Home, AR – Beginning stages
- *Warrenton, VA- Beginning stages
- * Louisville, KY- Raising funds to purchase land
- * Baton Rouge, LA- Beginning stages



What Will An Eden Village Look Like?



- 405 Sq. Ft. homes
- One bedroom, 1 bath, kitchen/dining/living area
- Gated/fenced/secure entry
- Fully furnished
- Community Center w/library, laundromat, kitchen and dining hall, lounge area
- Garden and gazebo
- Memory garden for deceased ashes
- Chicken coop
- \$350 rent including utilities



Property: 1501 Fendall Ave Parcel ID: N0000254001

Parcel

Street Address: 1501 Fendall Ave Richmond, VA 23222-
Owner: CITY OF RICHMOND PUBLIC WORKS
Mailing Address: 900 E BROAD ST RM 1000, RICHMOND, VA 2321900000
Subdivision Name : NONE
Parent Parcel ID:
Assessment Area: 430 - North Side
Property Class: 501 - B Industrial Vacant Land
Zoning District: R-53 - Residential (Multi-Family)
Exemption Code: 100 - General Government(Inside of Corp. Limits)

Current Assessment

Effective Date: 01/01/2025
Land Value: \$299,000
Improvement Value:
Total Value: \$299,000
Area Tax: \$0
Special Assessment District:

Land Description

Parcel Square Feet: 132817.484
Acreage: 3.0491
Property Description 1: HELIPOR; 0383.19X0346.61 0000.000
State Plane Coords(?): X= 11791011.500017 Y= 3727930.210374
Latitude: 37.55611028 , **Longitude:** -77.43773077

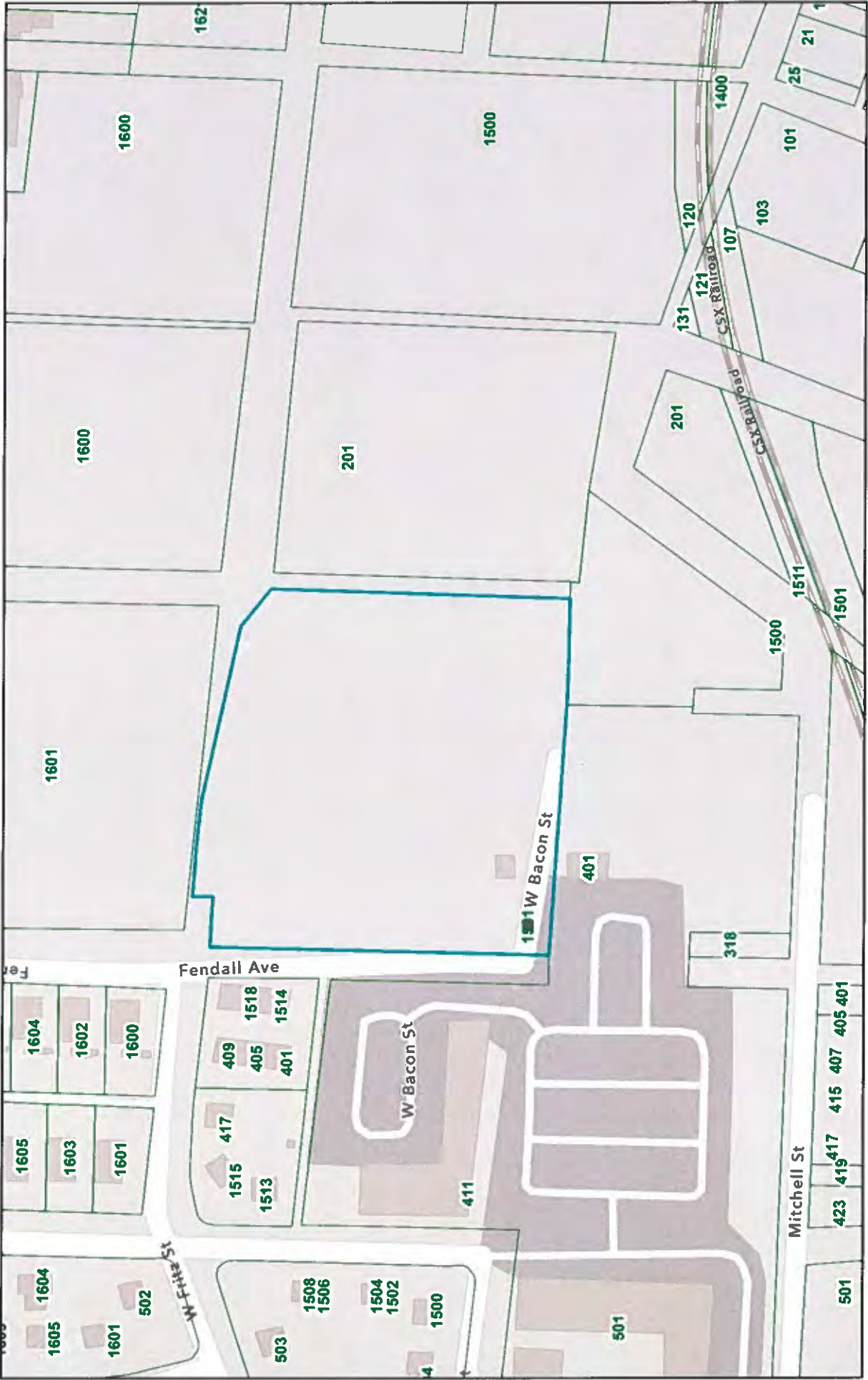
Description

Land Type: Commercial S4
Topology:
Front Size: 383
Rear Size: 346
Parcel Square Feet: 132817.484
Acreage: 3.0491
Property Description 1: HELIPOR; 0383.19X0346.61 0000.000
Subdivision Name : NONE
State Plane Coords(?): X= 11791011.500017 Y= 3727930.210374
Latitude: 37.55611028 , **Longitude:** -77.43773077

Other

Street improvement:
Sidewalk:

Richmond Parcel Map

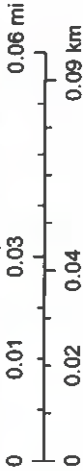


3/4/2025, 10:08:17 AM

1:2,257

CityBoundary

Parcels



Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, OpenStreetMap contributors, and the GIS User Community

Citations appear in map service do not include Richmond. However, this map product is produced from a City of Richmond application source. The default map service is provided by ESRI and the City has no control over metadata tags appearing therein.

This aerial map shows a residential neighborhood with a large, irregularly shaped vacant lot highlighted with a blue border. The lot is situated between Fendall Ave to the south and W Bacon St to the east. To the northeast, a CSX Railroad runs parallel to the property. The surrounding area is filled with other residential lots, many of which are numbered, indicating a established neighborhood. The terrain of the vacant lot appears to be a mix of dirt and sparse vegetation, suggesting it has been recently cleared or is in an early stage of development.

CityBoundary

Citations appear in map service do not include Richmond. However, this map product is produced from a City of Richmond application source. The default map service is provided by ESRI and the City has no control over metadata tags appearing therein.







**NON-BINDING TERM SHEET
PROPOSED SALE OF CITY-OWNED PROPERTY LOCATED AT 1501 FENDALL AVE.
TO
EDEN VILLAGE OF RICHMOND, INC.**

This non-binding Term Sheet sets forth the proposed basic business terms and conditions regarding the proposed sale of the property located at 1501 Fendall Ave. (the “Property”), as well as, either the conveyance or an easement over a small part of the southern portion of 1601 Fendall Avenue to be used for additional parking (the “Adjoining Property”) by the City of Richmond to Eden Village of Richmond, Inc. The terms provided herein are non-binding and are solely intended to set forth base terms to be utilized in finalizing a more-detailed Purchase, Sale & Development Agreement, which would facilitate the contemplated transaction and associated development, subject to the approval by the City Council for the City of Richmond (“City Council”) and execution by the parties (“Agreement”).

Neither party shall have any contractual obligation to the other with respect to the matters referenced in this non-binding Term Sheet unless and until each has fully executed and delivered a definitive Agreement for the sale of the Property, the terms and conditions of which may be different from those set forth in this non-binding Term Sheet, and which Agreement shall be subject to authorization by the City Council of the City of Richmond, Virginia prior to execution by the City.

Seller: City of Richmond

Purchaser: Eden Village of Richmond, Inc., a 501(c)(3) non-profit entity, or an affiliate entity thereof.

Note: Eden Village organization is dedicated to providing permanent housing solutions for chronically homeless individuals.

Property:

Address: 1501 Fendall Ave. (the “Property”)*

* as well as either the conveyance or an easement over a small part of the southern portion of 1601 Fendall Avenue to be used for additional parking (the “Adjoining Property”).

Parcel ID: 1501 Fendall Ave.: #N0000254001
1601 Fendall Ave.: #N0000284001

CONFIDENTIAL DRAFT

Acreage: 3.0491± acres (plus the portion of 1601 Fendall Ave. as per above – TBD)

Zoning: 1501 Fendall Ave.: R-53 Residential (multi-family)
1601 Fendall Ave.: R-6 Residential (single family attached)

Purchase Price: One Hundred Dollars and No Cents (\$100.00)

Deposit: Ten Dollars and No Cents (\$10.00) (in accordance with City Code § 8-59)

**Pre-closing
Conditions:**

The Agreement will provide that Closing will not occur until Purchaser has satisfied certain pre-closing conditions, including, **but not limited to**, the following:

- Purchaser has completed or waived due diligence, including without limitation, title, survey and environmental review.
- Purchaser has obtained a Zoning Confirmation Letter verifying that construction and operation of the Development conforms to the City’s zoning regulations:
 - If necessary to obtain a Zoning Confirmation Letter, Purchaser shall obtain any special use permit, rezoning, or other zoning modification (collectively, “**Land Use Entitlements**”) that may be necessary in order to permit Purchaser’s construction and operation of the Development on the Property.
 - The City agrees to work with Purchaser in good faith related to any Land Use Entitlements, including without limitation consenting (such consent not to be unreasonably withheld, conditioned or delayed) to any changes to the characteristics of the Development as may be required to obtain the Land Use Entitlements and/or plan of development approval.
- Purchaser has received a financing commitment acceptable to it in its sole discretion for construction financing, in such amount sufficient to provide funding for the completion of the initial phase of the Development. The initial phase would consist of, at a minimum, the community clubhouse and at least 15 homes with the Development to be expanded to 30-40 homes as additional funding becomes available (the “Initial Phase”).

**Post-Closing
Covenants:**

The Agreement will provide that the Purchaser start construction within 48 months after Closing and complete the Development, as described herein, within 60 months of Closing (“**Development Term**”) and shall ensure ongoing compliance with the applicable use/affordability obligations/restrictions. Notwithstanding the foregoing, the City shall not unreasonably withhold,

CONFIDENTIAL DRAFT

condition or delay any requested extensions to the Development Term so long as Purchaser is diligently pursuing the completion of the Development.

Notwithstanding the Terms and Conditions listed herein, 1) if the Purchaser fails to design, finance, construct and operate the project within 60 months from the date of Closing, then the City, at its option, can terminate the agreement at which point the entirety of the property including any and all of the Purchaser's rights with respect to the property, shall immediately revert back to the City. 2) In addition, if at any time after the construction period is completed and the property is not used for the intended use for more than a 12-month period, then the Property shall immediately revert back to the City. Such Terms and Conditions of this clause shall be further defined in the Purchase and Sale Agreement.

The tentative description of development of the Property (the “**Development**”) is as follows:

- The Development shall include approximately 30-40, approximately 400 square feet affordable housing rental units, for individuals with annual incomes less than or equal to 30% of the area median income as published by HUD for the Richmond City Metropolitan Statistical Area (excluding the Greater Richmond MSA);
- The Development shall include a community clubhouse within a gated and monitored community security system;
- The Purchaser shall make a minimum investment of Four Million Dollars (\$4,000,000) to complete the Development (inclusive of hard construction costs, soft construction costs and the fair market value of labor and materials that may be donated to Purchaser), subject to adjustment based on current market conditions. The Purchaser shall make a minimum investment of Two Million Dollars (\$2,000,000) to complete the Initial Phase of the Development as described above, subject to adjustment based on current market conditions. The value of labor and materials donated by licensed contractors or directly by a business entity that manufactures or sells such materials for construction, development, or similar purposes shall be considered in determining the amount of the investment made by Purchaser.

Other: The Agreement will include standard provisions customary in Virginia real estate transactions.

The City will convey fee simple title to the Property via quitclaim deed.

The Property will be conveyed as is, where is, with all defects and without any written or oral representation or warranty whatsoever, express or implied or arising by operation of law. The City makes no representations as to title, survey conditions, use of the Property for Purchaser's intended use, the physical condition of the Property or any improvements thereon or any repairs

CONFIDENTIAL DRAFT

required thereto, past or present use, development, investment potential, tax ramifications or consequences, present or future zoning, the presence or absence of hazardous substances or other environmental conditions (including, without limitation, with regard to any underground or above-ground storage tanks on or about the Property), the availability of utilities, access to public roads, habitability, merchantability, fitness or suitability for any purpose, or any other matter with respect to the Property.

Brokerage

Commissions:

No real estate broker has been consulted or used in connection with the purchase of the Property.

Contacts:

City:

Chris Nizamis
Real Estate Manager
(804) 646-4316
christopher.nizamis@rva.gov

Purchaser:

Cathy Ritter
Eden Village of Richmond, Inc.
P.O. Box 6036
Midlothian, VA 23112
(540) 303-3676
edenvillagerva@gmail.com

This is a non-binding letter of intent and neither party hereto shall be bound in any way hereby until a complete Purchase Agreement shall be executed by both parties.

Agreed: _____



Cathy Ritter, President
Eden Village of Richmond, Inc.