



TRISTAR

REAL ESTATE INVESTMENT

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DO YOU NPU?

Greetings!

As real estate owners and developers, some of our time is spent educating the community on what improvements will be made to a piece of property and what that will mean to the neighborhood. Neighborhood Planning Unit (NPU) meetings are usually the first touch with the community to inform the public of your plans for your real estate. The meetings typically occur once a month, and zoning boards and city councils look to the NPUs to identify concerns from their constituents (voters).

If you haven't been to an NPU meeting in Atlanta, here is a list of the various NPUs: <https://www.atlantaga.gov/government/departments/city-planning/office-of-zoning-development/neighborhood-planning-unit-npu>. You should really try to attend to observe how a community can rally together to get things done...or not. Over time, I have noticed similar patterns to the various NPU meetings that I have attended, and they make for a good reflection of the personalities of the community. Regardless of demographic or geographical makeup, I find some of the same people attend each NPU meeting:

"NIMBY Nancy" - she is the one who opposes every item brought to an agenda each month. She wants "nothing in my backyard." Change is inevitable they say, but Nancy really enjoys the Mayberry she grew up in and would like to take a retro approach to city planning. If you talk to her enough, she is really a wonderful person who is simply longing for days of old, but she is retired and will often lead a position with, "I speak for all people within this neighborhood," whether she does or not.

"Politico Paul" - we don't know what office he is running for, but the NPU meeting is a place to voice an opinion for future votes. Often times, his talking points are somewhat tangential to the meeting, but he will make his point clear as he passes out cards in the back. He is well-suited for city council, school board or maybe Mayor, but usually isn't helpful to NPU meetings.

"Free Range Ruben" - is always at the NPU meetings and is sometimes not a member in good standing or even a member of the neighborhood at all. He will rudely interrupt a speaker to ask a random question that has no relevance to the topic at hand and will make people stir in their seats because of their concerns of mental disorders. We called Ruben eccentric when I was growing up, and you politely listen to what he says and move on. He can often be seen on the street corner delivering the days gospel in a loud voice.

"Data Debbie" - "chairman, I would like to see more data on this matter before we proceed." Debbie wants empirical information to make informed decisions. Rightfully so, but to make Debbie happy, each issue would need thousands of dollars' worth of study to conclude what may be obvious to most. She is also the person demanding a recount of the votes when it is a clear 25-3 margin.

I would encourage you to find your NPU and go to a meeting for the fun of it. Be cautious of the people in suits. They are the lawyers making a case for the new development...we pay them well, but they are often on edge and ready for a fight.

Profile of the Month:

Brent Sobol
Legacy Community Housing



This is a call out to an innovator and board member of [Star-C Programs](#) that TriStar admires greatly - Brent Sobol. Legacy Housing, among other developments, bought Shamrock Gardens (343-unit apartment complex in SW Atlanta, GA) years ago and implemented social change that is reflective of what TriStar is doing with our Social Impact Fund. Ahead of his time, Brent adopted the notion of affordable housing with wraparound services. He created the Inspiration Academy, which is a daycare center on site that allows working families a safe place for their children to be cared for and educated. He has a proactive security protocol and manages a security team to be interactive with his tenants. He also introduced a code of conduct for his tenants to set a higher bar as to the examples we need to set for each other. His results? The average tenant has been on site for 4.7 years, and for the last 12 months, the property has had 100% occupancy. Well done, Brent!!

Are You an Investor?

We are in pursuit of several investments. If you are an accredited investor and want to be considered for one of these offerings, please reach out to us. Call us today to learn more at 404-698-3535 or dgibbs@tristarinvest.com.

Sincerely,

TriStar Real Estate Investment

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