



City Council Work Session

Salida Fire Station, 611 Oak Street, Salida, Colorado 81201

March 16, 2026 at 6:00 PM

Agenda

Please register, **BY 4:30 pm the day of the Work Session** for City Council Work Session
https://zoom.us/webinar/register/WN_AlrC-BsIRNiigokU1E5K4w
After registering, you will receive a confirmation email containing information about joining the
webinar. To watch live meetings:
<http://www.youtube.com/@cityofsalidacolorado>

Discussion Items

1. Chaffee Housing Authority Update
2. PROST Board Update
3. SteamPlant Cost Recovery Update
4. Fire Department Overview

Adjourn

Individuals with disabilities needing auxiliary aid(s) may request assistance by contacting the City Clerk at 448 E. 1st Street, Ste. 112, Salida, CO 81201, Ph.719-530-2626 at least 48 hours in advance.



TO	City of Salida Council Members
FROM	Marjo Curgus, Executive Director
DATE	March 9, 2026

Dear City of Salida Council Members,

Please find the following update from CHA covering December 2025 to March 2026.

Property Management & Real Estate - Salida

Jane's Place

Jane's Place Apartments, the 13 workforce rentals, began leasing Building 2 and 3B following receiving Certificate of Occupancy in early January. Winter leasing is slow, but the March to June period, considered the primary leasing season due to mid term rentals transitioning back to short term rentals or vacation homes, is already driving an increase in interest. To date, the following are occupied:

# of UNITS	UNIT TYPE	UNITS OCCUPIED	UNITS REMAINING
2	Studio	2 Leased	0
8	1-bedroom	1 Leased	7
1	5-bedroom	Master Lease, Alpine Achievers	3 beds
2	2-bedroom	Awaiting Certificate of Occupancy	2

Molly House at Jane's Place supports unhoused seniors and families in Chaffee County who are navigating challenges with finding housing. Molly House provides a safe, short-term bridge during the transition period following applying for housing and an apartment becoming available. Molly House residents participate in structured, renewable 90-day stays with support provided by CHA's Housing Case Manager and community agency partners.

The Housing Case Manager, who will be the program manager for Molly House, is finalizing the program guidelines and policies this week following a legal review of the draft. There are still remaining small finishing items at Jane's Place to be completed that CHA anticipates DSI will finalize by the end of March. The first family is anticipated to move into Molly House before the end of March. The past two years of community giving through Chaffee Gives has generated about \$21,000 to support monthly fees for unhoused families and seniors. Additionally, CHA has allocated savings accrued during construction to the operating reserve for Molly House. Annual operating costs are estimated to be approximately \$150,000 annually with revenue to support the program from grants, program fees, and donations. A significant portion of this cost is proportional debt service for Building 1 at Jane's Place.

The **commercial space** Brew and Bloom Cafe and the Nonprofit Hub are in Building 4 with leases being finalized. The Certificate of Occupancy for this building, which includes the two 2 bedroom apartments, is still pending.

The 505 Salida

The 505 will be fully leased by mid March.

Flour Mill

CHA is working with the DOH contract team to close on the DOH Housing Development Grant of \$1.1M that is being awarded to CHA to "loan" to the Flour Mill project. Documents are substantially final and with DOH for review. The Flour Mill passed the CHFA Loan Committee on February 17 for the \$2M Prop 123 Equity award. CHA expects the commitment letter will be received by March 14th. That commitment letter will initiate the contracting process for the equity funds with an expected close in early Q2 2026. Only once all the financing closes can The Flour Mill initiate site work.

South Arkansas

The Executive Director and the Real Estate Projects Manager met with the Owner Representative to discuss the City of Salida South Arkansas Project. CHA will attend the upcoming meetings to discuss planned development changes. CHA has discussed with the Owner Representative opportunities for replicating CHA's successful 3P model (Flour Mill/Crossing) and land banking. The role for CHA will continue to be a discussion point and the Owner Representative intends to meet with CHA following modifications to the plan.

Chaffee Housing Trust Property Management

Chaffee Housing Trust and CHA have renewed their property management agreement for 2026 with CHA supporting the temporary leasing of CHT's homes that are for sale as well as the management of two mobile home parks (Johnson Village and Poncha Village). This contract with CHT is equivalent to approximately 100 units.

Real Estate Preservation

CHA continues to discuss the two multifamily properties of the **Sulzenfuss Estate** with estate representatives of the Anglican Mission in America (AMiA). CHA has conducted due diligence on one of the properties (environmental assessment, property appraisal, etc.). CHA is prepared to apply for a grant cycle in mid- March, but only if the estate is willing to offer CHA an official option to purchase with a price that will support the property remaining affordable. We appreciate the willingness of the estate to continue to engage in this dialogue but an outcome is still undetermined.

Property Management & Real Estate - North End

The Crossing BV

Similar to the Flour Mill, The Crossing BV closed on financial support from CHFA Prop 123 Equity Fund and CO Dept. of Housing Housing Development Grant on Tuesday, 3/9/2026. With funding secured, the project can now pay for prefabricated modular to be developed. Site development is already underway. This project is expected to complete construction by January 2027 adding 33 units including 2 units at below 30% AMI and 2 units below 60% AMI.

City of Salida Inclusionary Housing Deed Stewardship

CHA currently manages three City of Salida Inclusionary Housing Program homes. CHA staff were notified by a Notice of Intent to Sale that one of the owners wanted to sell their home. This is the first resale in the program which triggered a number of steps by CHA to support the process including:

- 1) calculating the value of capital improvements.
- 2) calculating the for sale maximum price.
- 3) assisting the owner with listing the property for sale to ensure IHP qualifying and marketing requirements are clear.
- 4) updating the CHA webpage to support marketing the home.
<https://www.chaffeehousingauthority.org/resources/homebuyers>
<https://www.chaffeehousingauthority.org/homes-for-sale>
- 5) creating and distributing CHA's first Homeownership Interest Newsletter (included CHT homes for sale as well).

Delivery statistics

This email was sent to **137 contacts**. Check how they interact with these triggers. [How to read this data](#)

137
Delivered
Delivery rate: 100%

114
Opened
Open rate: 83%

39
Clicked
Click rate: 28%

Bounced: 0 ⓘ | Spam complaints: 0 ⓘ

- 6) working with the owner, who is doing for sale by owner, on deed compliance requirements.
- 7) income qualifying applications as they are submitted per the guidelines.

The listing was officially posted to Zillow on March 1, 2026 and CHA website on March 2nd.

CHA staff have reached out to meet with the Planning Department to discuss some of the processes in the IHP. CHA has developed a Marketing Requirements Guide for IHP Developers draft to share with the Planning Department to improve future forthcoming sales processes.

Unsheltered and Housing Insecure (Countywide)

CHA began offering *housing navigation* services in 2023 with a pilot project funded by a multiyear grant that ends August 2026. In 2025, CHA hired new staff and restructured increasing our capacity. With two staff, a Housing Navigator (started in December 2025) and a Housing Case Manager (started April 2025), CHA has been working to formalize a Housing Stability Program, not just grant projects.

The Housing Stability Team works collaboratively to provide housing support to individuals, families, and seniors who may be unhoused, on the verge of being displaced, or are extremely or very low income (below 60% Area Median Income) and costs burdened. Through early intervention and coordinated housing placement, CHA works to prevent displacement, shorten episodes of homelessness, and increase long-term housing retention for those most at risk in the community.

The Housing Navigator serves as CHA's first point of contact for residents seeking assistance and provides intensive, individualized support including housing search assistance, removal of access barriers, coordination with landlords and service providers, and short- and long-term housing strategy development. Chaffee County currently has a limited supply of apartments available for households who earn no more than 60% of Area Median Income (for a family of three is Chaffee County this is equivalent to \$55,560). Of the seven very-low income apartment complexes, three apartment complexes are limited to seniors over 62 years of age and/or with a disability. With high demand for all of these apartments, they often have a waitlist where the wait for an open unit can range from a month to years. To keep current on what is available, the Housing Navigator maintains relationships with the property managers from all the income restricted apartments in Chaffee, Lake, and Saguache as well as social service providers.

When a community member seeks assistance, a general assessment of their housing insecurity and vulnerability is conducted to determine client need and identify appropriate housing solutions for their situation including emergency housing, rapid rehousing, homelessness diversion, cost of living benefits, or income restricted rental housing. The Housing Navigator facilitates a housing strategy with a household that includes short and long term solutions. This most often includes helping them to accurately complete complex income restricted apartment applications and coordinating with property managers to ensure they are quickly added to the

wait list, connecting them to short term emergency resources, and with accessing food and utility support that may reduce costs of living.

If the household is homeless, the Housing Navigator will coordinate with local and regional resource providers to assess availability of emergency shelter and transitional housing. This includes coordination with the CHA Housing Case Manager who manages emergency and bridge housing resources for homeless families and seniors at Molly House at Jane's Place, four new gap housing apartments offering temporary housing while households seek long term permanent housing, and with the Department of Human Services Stable Families Program for social services case management.

CHA's Housing Stability Team often works with a case for many months to a year before achieving a successful outcome. Maintaining a relationship with households during this search is key to mitigating the stress that comes with significant financial and housing insecurity. While many of our success stories are confidential, this team has increased our community's capacity to provide in depth support for those in need. Fundraising for their positions to be continued in 2027 and beyond is a priority for fundraising.

Since 2023, CHA has collected data on total homeless families (by individuals and households) enrolled in the Stable Families Program, a formal partnership between the Department of Human Services and CHA. Tracked metrics include families moved into emergency housing and/or rapid rehousing. CHA is currently contracting with an external evaluator to conduct a full program evaluation of desired outcomes for increased housing stability as well as community partnership.

To date, this collaboration has supported:

- 107 individuals (adults and children)/35 families in emergency shelter with 2 current
- 76 individuals (adults and children)/24 families in rapid rehousing with 9 current

Last fall, CHA staff began tracking all inquiries from community members seeking help with secure housing, not just homeless families enrolled in the DHS Stable Families Program. The data tracks housed/unhoused, type of housing sought, and demographics with the purpose of being able to identify community trends and modify housing development targets. This data is reported to the Board of Directors on a monthly basis and integrated into Annual Reports. Last year **between September and December**, the CHA staff fielded **342 inquiries** including rentals and homeownership. Of these inquiries, tracking shows the following vulnerable populations sought housing:

- 27 housing insecure seniors and 12 unhoused seniors
- 14 unhoused families and 13 other unhoused
- 7 domestic violence victims
- 7 seeking temporary gap housing

The CHA Housing Navigator played a key role in implementing the Point In Time County in collaboration with Chaffee Hospitality and the Balance of State. This count is instrumental to understanding the unhoused population in Chaffee County.

Regional Planning and Policy - The HNA

[Roots Policy Research](#) was selected unanimously by representatives of local governments to update the Housing Needs Assessment. Local government representatives, housing organizations, the EDC, CCCF, and others are serving on the Advisory Committee. This committee has met twice, once to discuss its role, meeting schedule, participants, etc. and on 3/10/2026 to review the community outreach and engagement plan. A website and press release are forthcoming announcing this project and the engagement events. Local government councils will receive regular updates from staff and formal presentations by the consultants on findings and recommendations.

The RFP clearly outlined the purpose and intent of not only updating the HNA for compliance with DOLA requirements but allowing local government jurisdictions to submit Rural Resort Petition Requests in a timely manner in September to ensure there is sufficient time to have them approved by December 31, 2026. CHA is happy to share the County's HNA Request for Proposal upon request. It provides excellent context on new state requirements for HNA compliance.

CHA Operations

- **Budget:** The [2026 CHA Budget](#) and a [supplemental budget](#) (recognizing new grant revenue) has been approved.
- **Financial Management Software:** CHA has contracted to overhaul its financial management system transitioning from Quickbooks nonprofit to a government fund accounting software. CHA has contracted with MIP to conduct a system replacement over the next 6 months. This is a costly investment but absolutely critical to CHA being able to operate efficiently and effectively and meet demand for increased capacity.
- **Website:** CHA has contracted a local web designer to create a new website that will ensure community members can access information and services. We have been updating our old website as needed to ensure community member needs are met, but the total overhaul is long overdue.
- **Strategic Planning:** CHA has contracted with OMNI to conduct a strategic plan update. The new strategic plan will bridge the 2 year period between the HNA data release and the development of Chaffee County Regional Housing Action Plans. The plan is anticipated to be completed by the end of summer.



City Council Work Session Memo

Department Arts, Parks, Recreation and Culture	Presented By Diesel Post - APRC Director	Date March 17, 2025
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Agenda Item

PROST Board update for Chair Jon Terbush

Background

Council has asked for regular updates from its advisory committees. This is a bi-annual update from the PROST board.

Requested Direction from Council

None



City Council Work Session Memo

Department Arts, Parks, Recreation and Culture	Presented By Diesel Post - APRC Director	Date March 17, 2025
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Agenda Item

Arts, Parks, Recreation and Culture Cost recovery update as it relates to the SteamPlant theater.

Background

Historically, SteamPlant theater rental rates remained relatively stable, while discounting practices varied by organization and event. As a result, effective subsidies ranged from moderate to substantial, without clearly defined guardrails or eligibility standards. In 2025, the City adopted a formal Cost Recovery Policy establishing target recovery ranges by service category. Public-facing rentals generally target 70–90% cost recovery, while private rentals target 125–150%. Previous SteamPlant public performance recovered approximately 17% of direct operating costs, representing a structural subsidy gap relative to the adopted policy. Following the recent rate adjustments, the majority of users understood the need for increases and adjusted their operations or business models accordingly. A small number of users spoke during public comment, stating that prices had "doubled" at the SteamPlant and that they would no longer be able to afford to use the facility using their current ticketing or business model.

This memo is intended to inform Council of the actual increases to charges at the SteamPlant. The chart below shows the historic pricing of the SteamPlant theater:

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Theater per hour	100	100	100	100	100	100	100	100	150	150	175/200	200/250
Theater package - 8 hours	425	425	425		500	500	500	500	750	750		
Theater package - 12 hours											875/1000	995/1325
Tech staff	30	30	30	30	30	30	30	30	30	30	40	40
Ticket admin fee								25	25	35	50	50
rehearsal package										100-4 hrs	150-6 hrs	150-6 hrs



City Council Work Session Memo

Department Arts, Parks, Recreation and Culture	Presented By Diesel Post - APRC Director	Date March 17, 2025
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The following chart is a detailed breakdown of how the fees were determined following the adoption of the policy:

Service	2024 Charge	2026 charge	Service category	Cost recovery goal	Cost recovery actual	percent to make up	3 or 5 year timeline	% per year (including 4% annual inflation)	2026 increase	2026 cost	2027 increase	2027 cost	2028 increase	2028 cost	2029 increase	2029 cost	2030 increase	2030 cost
Theater																		
Theater package	-12 hours of theater use-2 hours of AV tech consultation prior to the 12 hour package (additional charges apply per hour)-Green room use-Bar open at venues discretion-Marquee listing-website calendar listing"																	
Public	\$750.00	\$875.00	Permits & Rentals - Public	80	17	63	5	12.6	\$124.50	\$874.50	\$145.17	\$1,019.67	\$169.26	\$1,188.93	\$197.36	\$1,386.29	\$230.12	\$1,616.42
Private	\$750.00	\$1,000.00	Permits & Rentals - Private	138	50	88	3	29.3	\$250.00	\$1,000.00	\$333.33	\$1,333.33	\$444.44	\$1,777.78	\$71.11	\$1,848.89	\$73.96	\$1,922.84
Theater per hour																		
Public	\$150.00	\$175.00	Permits & Rentals - Public	80	17	63	5	12.6	\$24.90	\$174.90	\$29.03	\$203.93	\$33.85	\$237.79	\$39.47	\$277.26	\$46.02	\$323.28
Private	\$150.00	\$200.00	Permits & Rentals - Private	138	50	88	3	29.3	\$50.00	\$200.00	\$66.67	\$266.67	\$88.89	\$355.56	\$14.22	\$369.78	\$14.79	\$384.57

Under the current rental model:

- Organizations rent the theater
- Organizations set ticket prices
- Organizations retain ticket revenue
- SteamPlant revenue is limited to rental fees and alcohol sales

This model places all cost recovery pressure on rental rates, creating rate sensitivity and community concern when attempting to close the 17% to 70% gap.

Requested Direction from Council

None