UNC SCHOOL OF GOVERNMENT
Development Finance Initiative

To: Brevard City Council

From: Sara VanLear, Project Manager, Development Finance Initiative

Date: April 3, 2025

Re: Overview of community engagement feedback regarding the development options for affordable housing on the Azalea Avenue site

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In October 2024, the City executed an option to purchase agreement to facilitate the development of affordable housing on three parcels on Azalea Avenue and Old Hendersonville Highway ("Azalea Avenue" site). DFI then conducted a pre-development process that included several components: community engagement, financial feasibility analysis, and site analysis in partnership with a third-party architecture firm (Rowhouse Architects). The process resulted in multiple options for affordable housing development on the Azalea Avenue site that are feasible for the private sector to execute and meet the City's goals for the site.

DFI's pre-development process described above incorporates two phases of community engagement. The first phase was facilitated by DFI in December 2024 and focused on establishing public interests for development of this site. See this linked memo for more information on that first phase of engagement. The second phase, facilitated in March 2025, asked the public for feedback on two development options. This memo outlines the results of the second phase of DFI's community engagement efforts.

Engagement sessions and the online survey were open to the public. The second phase of DFI's community engagement effort included:

Engagement Opportunity	Date/Time/Location	# of Attendees or Respondents
Online survey	Open to the public March 12-26, 2025	29 responses recorded
In-person engagement session	March 12, 2025 at 2:00pm Calvary Baptist Church (133 Osborne Road, Brevard)	2 attendees
In-person engagement session	March 12, 2025 at 5:30pm Calvary Baptist Church (133 Osborne Road, Brevard)	7 attendees

Virtual engagement session	March 13, 2025 at 5:30pm Via Zoom	2 attendees

The engagement sessions drew a total of 11 attendees and the City received 29 survey responses. Please see Appendix 1 for an overview of the development options discussed during each session and outlined in the online survey.

Summary of Community Input

Below are summary takeaways organized by public interest based on the public feedback received. The summaries are not exhaustive but are representative of the most frequent input heard. See Appendix 2 for complete online survey responses. See Appendix 3 for photos of the engagement session notes captured during the in-person facilitated discussions on March 12, 2025.

For each public interest, respondents were asked the following:

- Do the development options meet this guiding public interest: Yes/No? Why/why not?
- Which development option (if any) meets the public interest better?

Public Interest #1: Affordable housing development on the Azalea Avenue site should optimize the number of new, quality rental units affordable to Brevard's low-to-moderate income households and the local workforce.

Feedback:
Participants said both development options meet public interest #1. Participants discussed positive attributes of both options, including optimizing the site for new affordable housing. Most agreed that "either would be a much-needed asset to the City." Overall, a majority communicated that Development Option 2 meets public interest #1 better, primarily due to its look and feel.

Those who prefer Development Option 1 discussed the ways in which they believe the design allows for the greatest number of new units and an efficient use of the site. One participant detailed how Option 1 has more units while offering the same level of green space, amenities, and a greater overall green buffer. Another participant focused on the fixed land cost, making Option 1 "the most economical" choice due to lower per unit costs. One participant detailed how "Option 1 provides a larger number of units, at a lower price per unit, with minimal difference in the City's/public's investment." Several others summarized the growing need for affordable housing options in an area with limited developable land and preferred how Option 1 would enable the greatest number of units on the site.

Participants who prefer Development Option 2 appreciated the minimal difference in overall unit count alongside a design that "blends into the rest of the neighborhood."

Multiple participants noted how the dispersed buildings are appropriate in this area of Brevard, and how Option 2 “looks more like a community.” Many who preferred Option 2 described the lower unit count as an appropriate trade-off for the difference in overall aesthetics. A few participants felt that the design is more likely to promote resident interactions and therefore may reduce tenant turnover. Additional comments included how Option 2 preserves more views and seems easier to maintain.

<u>Public Interest #2</u>: Affordable housing development on the Azalea Avenue site should include access to green space and community amenities for residents.

Feedback:
The majority of participants agreed that both development options meet this public interest, and did not note major differences between the options. Additionally, participants appreciated the amount of green space reserved within both site designs.

Along with their general agreement, many participants provided detailed feedback about how to “activate” the green space and include community amenities. Most people agreed that the intended amenities would only be useful if programmed and well maintained to encourage regular use and resident interactions. One participant detailed the need for “green space [to have] some trails around the creek so people will feel encouraged to use it. If it’s just woods people may not feel like it’s truly for them to enjoy.” Specific input from several participants included green space that incorporates:

- gathering spaces such as picnic tables,
- a playground,
- walking paths, and
- safety features such as lighting.

Lastly, a couple of participants commented on the concentration of green space on the northern side of the site and noted a desire to see amenities on the southern side of the site as well.

<u>Public Interest #3</u>: Affordable housing development on the Azalea Avenue site should attract as much private investment as possible to maximize the impact of public investment in affordable housing.

Feedback:
Most engagement session participants (in-person and virtual) stated that both options meet this public interest, and did not identify a significant difference between Development Option 1 and Development Option 2.

Half of survey participants expressed one of two primary sentiments:

1. agreement that the development options meet public interest #3, or

2. unsure due to limited information about the public and private investments related to the development options.

Most other survey participants left this question unanswered.

Overall, a majority of participants agreed that the development options met public interest #3.

<u>Public Interest #4</u>: Affordable housing development on the Azalea Avenue site should accommodate the City's sewer infrastructure extension into the Azalea/Rhododendron neighborhood.

Feedback:
The majority of participants agreed that both development options meet public interest #4, and did not identify a significant difference between Development Option 1 and Development Option 2.

Additional comments:
Similar to the first phase of community engagement, DFI asked participants to share additional ideas, comments, and questions that were not covered by the public interests.

Several participants discussed concerns about traffic. With an expected 48 to 58 new households on this site, many participants had questions about how to plan for the anticipated increase in traffic. They noted the limited capacity of Azalea Avenue and traffic congestion that currently exists on Old Hendersonville Highway. A few participants tied their traffic concerns to safety concerns for residents who walk and/or bike in this neighborhood. They noted how pedestrian safety is already a concern in this area due to limited pedestrian- and bike-friendly infrastructure, and expressed worry for future residents on the Azalea Avenue site. Some participants noted a need to upgrade the road capacity of Azalea Avenue, and one participant suggested preventing through traffic on Azalea Avenue to reduce the future traffic anticipated as a result of this development.

In addition to traffic, several participants described concerns about stormwater management. A few people discussed the undersized culvert on Azalea Avenue that overflows with heavy rains, and expressed concern about the impact of development on this site related to this current issue.

A few attendees expressed overall disagreement with affordable housing development on this site, noting concerns about property values, future tax assessments, and the impact of the sewer extension into the neighborhood.

Overall summary:
The majority of people who engaged in the sessions and the survey expressed agreement that the presented development options meet the established public interests for the affordable housing development on the Azalea Avenue site. Based primarily on look and feel, a majority of participants preferred Development Option 2.

Appendix 1: Development Options Discussed for the Azalea Avenue Site

Development options included were designed by Rowhouse Architects.

Development Option 1:

- Two 3-story buildings that total 58 new affordable rental units.
- This option includes an indoor community amenity space and approximately 1 acre of green space.
- Development Option 1 would cost an estimated $17.2M to construct.
    - The estimated public investment for Option 1 is $1.9M (approximately $33,000 per unit). This public investment estimate includes land acquisition costs.

Development Option 2:

- Six buildings that range from 1-story to 3-stories that total 48 new affordable rental units.
- This option includes an indoor community amenity space and approximately 1 acre of green space.
- Development Option 2 would cost an estimated $16.5M to construct.
    - The estimated public investment for Option 2 is $1.8M (approximately $38,000 per unit). This public investment estimate includes land acquisition costs.

Development Option 1



Development Option 2



Appendix 2: Online Survey Responses

The following survey responses were received via the Qualtrics input form released to the public on March 12, 2025 and closed on March 26, 2025. The survey included nine questions related to two development options. Each question and anonymized survey responses are included below (verbatim, with no spelling or grammar edits). The order of survey responses is based on the order in which the response was received (first to last).

Survey Question #1:

Public Interest #1:
Affordable housing development of the Azalea Avenue site should optimize the number of new, quality rental units affordable to Brevard's low-to-moderate income households and the local workforce.

Do the development options meet this guiding public interests: Yes/No? Why or why not?

Survey Responses to Question #1:

1	Ask again later
2	No! Not low cost housing!
3	Yes, although I would question whether a third building of the same size could be added to the site to increase the number of units.
4	Yes. If it is affordable
5	No the congestion to old 64 and the intersection cannot handle such traffic especially during school hours as both directions are already congested to both elementary schools
6	No response
7	No response
8	Yes
9	Yes
10	No. No pricing is included in this survey. How are we to determine if something is affordable without knowing the cost?
11	Yes!
12	Yes. We need more affordable rental housing
13	Yes
14	Sure, but not all local workforce would like to rent to be in an apartment. What about single family homes?
15	Yes
16	Yes
17	Yes
18	Yes. Many units available close to local businesses.
19	Yes
20	Yes. Attractive, well designed housing for many families.

21	Yes, although I think this project is only a start and there is a significant need for continued investment in affordable housing in Brevard/TC
22	Y
23	N, it's optimized sure but that a lot of units on that space!
24	No response
25	Yes
26	Yes
27	Yes
28	Yes
29	Yes. It will provide needed housing for workforce.

Survey Question #2:

Which development option meets Public Interest #1 better: Option 1 or Option 2? Why?

Survey Responses to Question #2:

1	Option 0
2	Neither
3	Option 1 -- fewer buildings yet more units with the same amount of green space and indoor community space
4	2. Looks more like a community versus just an apartment that was put up
5	Neither
6	No response
7	Number 2 seems like a better fit. Bigger buildings mar the beauty of the area.
8	1. If the goal is to optimize the number, then more units meets that goal.
9	Option 2
10	Again, without knowing the proposed or projected rental prices it's impossible to say. Option 1 would appear, on paper, to provide the higher density and as such would be most economical since, presumably, the land cost is fixed and as noted the cost of development is lower per unit.
11	Option 1. More units. Bottom line this is what is most important- more units.
12	Option 1. 2 story buildings are more appropriate for this area.
13	2. Less steps - looking at future, easier to maintain
14	2
15	1
16	Option 1 provides more units, so at least on its face, that seems to better satisfy the "optimization" goal.
17	1
18	2. More and smaller buildings seems less intrusive.
19	I think either would be great. I kind of like the look of option #2 best, but I would be thrilled if either one comes about.
20	Either would be a much needed asset to the city.

21	Option 1. It provides a larger number of units, at a lower price per unit, with minimal difference in the city's/public's investment.
22	#2. Still creates a lot of housing but has a better feel to it. Both will greatly increase traffic on Azalea Ave. I would like to see entrance/exit on Old Hendersonville Hwy only, NOT onto Azalea
23	2, still a lot of housing but the number is better suited. 30 would be more ideal
24	Option 2 - saves the views, more visually appealing, more likely to create community among the folks living there (more like a neighborhood)
25	Option one, as it provides more volume which is sorely needed
26	2
27	2. I think there should be less density per building if possible. Smaller, less dense buildings are preferable for most in shared building spaces.
28	Option 1
29	2. It is more neighborhood feeling versus having 1 really large building. Also cheaper. It would be more asthetic

Survey Question #3:

Public Interest #2: Affordable housing development of the Azalea Avenue site should include access to green space and community amenities for residents.

Do the development options meet this guiding public interests: Yes/No? Why or why not?

Survey Responses to Question #3:

1	Signs point to yes
2	No.
3	Yes, but I haven't seen any information about how these spaces will be activated.
4	I believe it is better to have the outside green space for kids and community amenities to bring people together
5	Same answer as above
6	No response
7	I'm conflicted. I realize we need more affordable housing in this area, but I don't like to see this area become over-developed and lose more natural spaces.
8	Yes
9	Yes
10	Yes.
11	Yes! Both do (if the green space has some trails around that creek so people will feel encouraged to use it— if it's just woods people may not feel like it's truly for them to enjoy.)

12	No response
13	Yes
14	Yes, green space looks fine
15	Yes housing needs in an appropriate area
16	Yes
17	Yes
18	Yes, 1 acre is a substantial amount of uninterrupted green space.
19	Yes
20	Yes.
21	Yes.
22	N, the green space included isn't really usable. Connecting to the greenway or having a garden space or playground would be better use
23	Sort of. The green space included is mostly inaccessible woods.
24	Yes
25	No response
26	Yes
27	Yes -- there will be green space. I can't speak to the quality of this space since I did not see details.
28	Yes
29	Yes. It would provide needed housing for the workforce.

Survey Question #4:

Which development option meets Public Interest #2 better: Option 1 or Option 2? Why?

Survey Responses to Question #4:

1	Option 3
2	Neither
3	No difference between the options as far as I can tell on this survey's description
4	2. Looks like community
5	Neither
6	No response
7	2 for the same reason cited previously.
8	I think option one serves the Azalea St neighborhood better because at least a few trees screen it on the left side.
9	Option 2
10	Option 2. Quality of life will be greater with less units per building.
11	Yes! Both meet this with the green space in the back, and the proximity to town. I hope that it will have some little trails in it so that people are encouraged to use the green space. I also think planting trees in/near the parking area is important. I like option 1 because I don't think the additional

	buildings of option two enhance green space or amenities any more than option one and option one is 10 more units!
12	No response
13	2
14	Both
15	Option one More units
16	I think either would be fine, but, having lived in a number of apartment complexes, the small grassy areas between buildings tend just to get trampled on, so Option 2 seems preferable.
17	2
18	2. Parking lots seem more spread out leading to more options for additional green space.
19	Either
20	I like both
21	Option 1: both provide Equal amounts of green space, though option 1 provides this to more people via a larger number of units
22	No response
23	#2 is better with more plantings included in the living spaces as opposed to just the edges and borders. Please plant natives for healthier lower maintaince plantings
24	Option 2
25	No response
26	Option 2
27	Both are the same.
28	1
29	Option 2. More aesthetic. Neighborhood feeling versus 1 huge building. And cheaper.

Survey Question #5:

Public Interest #3: Affordable housing development of the Azalea Avenue site should attract as much private investment as possible to maximize the impact of public investment in affordable housing.

Do the development options meet this guiding public interests: Yes/No? Why or why not?

Survey Responses to Question #5:

1	Yes definitely
2	No
3	I can't speak to this because I'm unaware of what (or how much) was done to attract the private investment portion.
4	No response

5	Any purchaser should be restricted to the number of dwellings per sq ft of that land it cannot take such housing as city sewer isnt available and would cost current residents sewer costs if enforced on them
6	No response
7	No response
8	We were not given information on how this is done
9	Yes
10	I have seen nothing that indicates anything about attracting private investment.
11	Yes, seems like it. I hope we don't have to wait a million years on a wish and a prayer for a developer who will be willing to do it.
12	Don't know
13	No response
14	No response
15	Yes. Employment for people to do the construction.
16	Yes
17	Yes
18	Large projects like this will require significant private investment.
19	No response
20	No response
21	Unknown
22	Not enough info. Public investment is low in both scenarios but how are the private investors held to guidelines that the the town wants.
23	Y
24	Yes
25	No response
26	No response
27	Not certain-- I'm not seeing details about potential for private investment. Did not attend meetings.
28	No response
29	No response

Survey Question #6:

Which development option meets Public Interest #3 better: Option 1 or Option 2? Why?

Survey Responses to Question #6:

1	Option 107
2	Neither
3	Both options seem similar.
4	No response
5	None
6	No response

7	No response
8	No response
9	Option 2
10	Impossible to say with the information provided.
11	I like option 1.
12	Option 1
13	No response
14	No response
15	Either. Employment for people to do construction.
16	I don't know that there's a big difference between the options for this question. Maybe Option 1 since it has more units?
17	1
18	They seem equal to me.
19	No response
20	No response
21	No response
22	No response
23	2. Lower input over all. Please be very clear about expectations from the community and the town for how the development is completed and then sold. The ensuing ownership should be required to follow all original guidelines. I think at the first meetings it was said they had a 30 yr clause to keep housing affordable?
24	Option 2
25	No response
26	No response
27	No opinion on this since I don't have information specific to investment potential.
28	No response
29	No response

Survey Question #7:

Public Interest #4: Affordable housing development of the Azalea Avenue site should accommodate the City's sewer infrastructure extension into the Azalea/Rhododendron neighborhood.

Do the development options meet this guiding public interests: Yes/No? Why or why not?

Survey Responses to Question #7:

1	Without a doubt
2	No response
3	Apparently yes.

4	No response
5	Raises the cost of living for those who do not have to pay for city sewer as is not all have city water in that neighborhood either none have city trash pick up
6	No response
7	No response
8	Yes if it supplies sewer facilities to the rest of the area.
9	Yes
10	Yes.
11	Yes
12	Yes. This should be mandatory.
13	No response
14	No response
15	Yes. I may be wrong, but I don't think this area has municipal sewer and water.
16	Yes
17	Yes
18	Yes, new buildings in this area can be incorporated into new sewer infrastructure.
19	I truly don't know from looking at the drawings.
20	Yes
21	Unknown
22	Y, it appears so.
23	Y
24	Yes
25	No response
26	No response
27	No response
28	No response
29	No response

Survey Question #8:

Which development option meets Public Interest #4 better: Option 1 or Option 2? Why?

Survey Responses to Question #8:

1	Option 0
2	No response
3	No difference as far as I can tell.
4	No response
5	None
6	No response
7	No response

8	Either
9	Option 2
10	Option two. Lower density.
11	Either?
12	Don't know
13	No response
14	No response
15	Either. I may be wrong, but I don't think this area has municipal sewer and water
16	Option 1 would reduce the number of new taps that need to be installed since there are fewer stand-alone buildings, right?
17	No response
18	They seem equal to me.
19	See above
20	Both
21	No response
22	No response
23	2
24	Option 2
25	No response
26	No response
27	No response
28	No response
29	No response

Survey Question #9:

Is there anything else you would like to share regarding future affordable housing development on the Azalea Avenue site?

Survey Responses to Question #9:

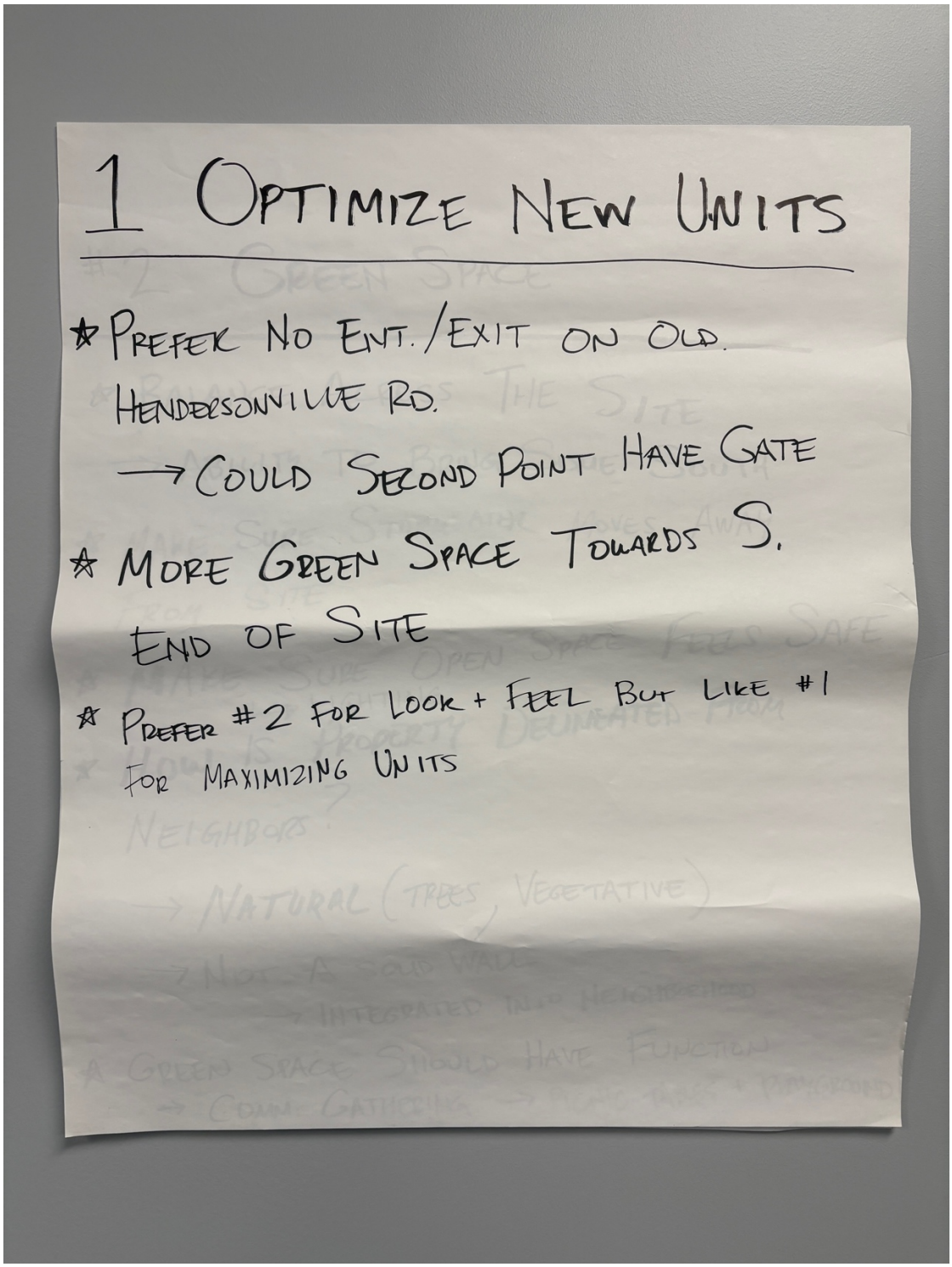
1	Nice parking lot!
2	No response
3	Affordable housing is very much needed. I would line to see future developments that combine affordable and market rate renters in the same buildings as a way to reduce stigma, increase social capital, and attract developers.
4	No response
5	The street itself would need widened the main highway backs up at the red light as is
6	I'm not in favor of more affordable housing being located on these proposed parcels. Please show the data to support the need for more affordable housing in the area.

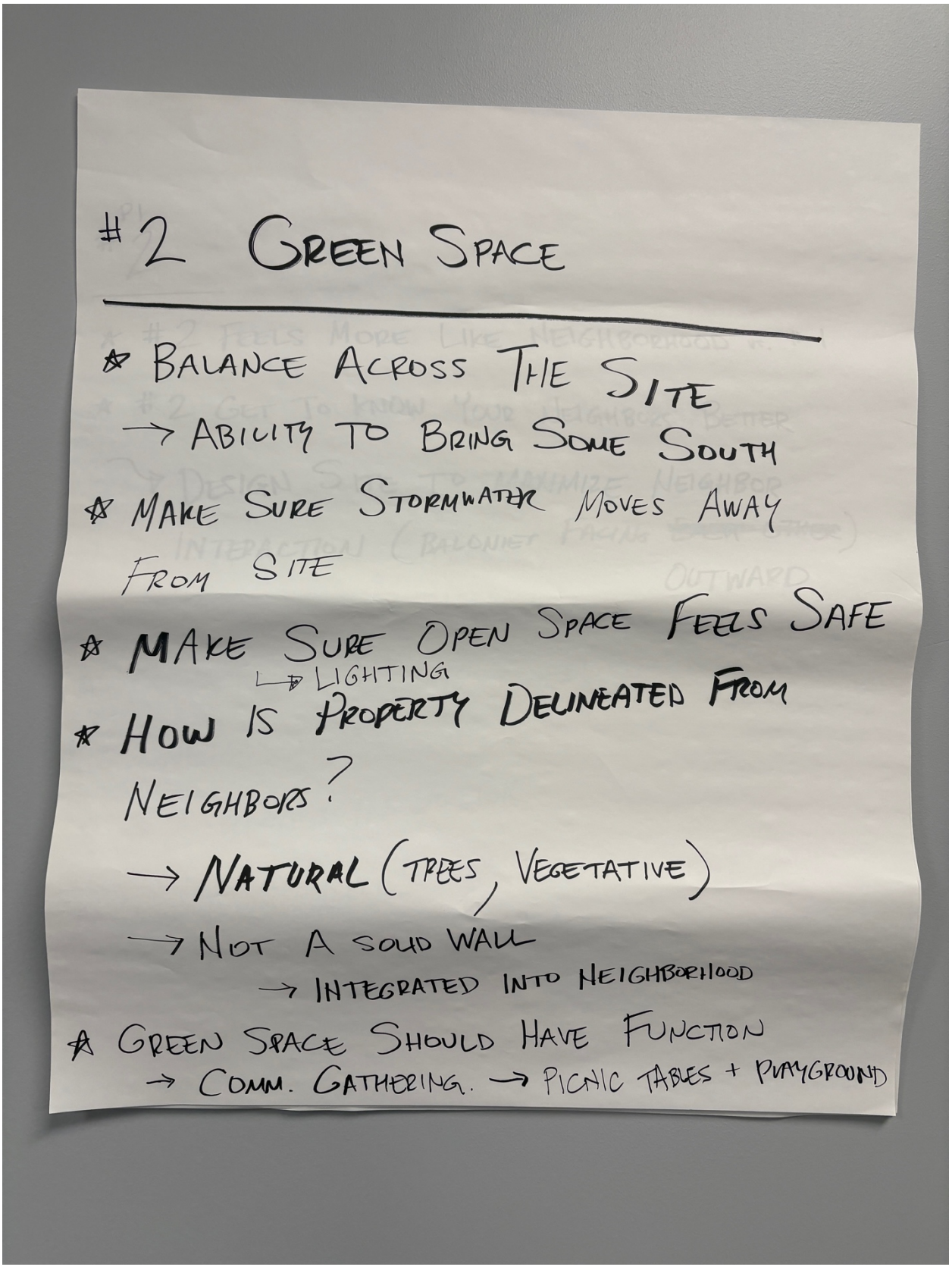
7	The intersections at Wilson and Ecusta are already very clogged up throughout the day. This might be a perfect opportunity for another roundabout. If not, the offset of Wilson and Ecusta needs to be addressed forming one intersection rather than two so close in proximity.
8	People are going to complain about traffic as a future issue at the Neely,Park, Old Hville Hwy intersection. Make this issue part of your early planning and get the information out.
9	3 story buildings are unacceptable in a residential area devoted to homes.
10	Both plans have inadequate parking in the renderings. While there may be a formula that is being used. Anyone with real world experience of rental and multi family housing knows that there should be at least two spots per unit, minimum, plus one guest spot per two units (whether designated or not). Traffic is already a nightmare on that section of road. Adding an additional, possible, 100 cars entering and exiting is going to create an even larger issue. Investment should also be made into timing the lights better during times of high traffic volume to prioritize and clear Old Hendersonville Road faster. The may include a realignment of Wilson and Ecusta since that is where the bottle neck starts.
11	If a developer doesn't commit within a year, I think that a small portion of the land should be parceled off for smaller building companies (or nonprofit builders) to develop so that the land does not sit unused. We need affordable housing NOW, so little pieces of land might not be the most efficient building practice, but if more people are housed right away while we wait for a willing developer, then that's still a good thing.
12	It will be a welcome improvement to the area.
13	No
14	Single family homes. Affordable living for the workforce and providing choices-as some families prefer rentals or apartments, while others prefer to own a home.
15	There will be a lot of negativity on Facebook ' you are brevard' for any change in this community. Don't let that noise overwhelm positivity of the community as a whole.
16	N/a
17	No response
18	No response
19	Let's make this happen!!!!!!
20	No response
21	Consider public transit, sidewalks, bike lanes, etc. - how will these families commute to/from work & school safely.
22	Im still concerned about stormwater management and traffic on azalea avenue. Also, even 48 units is ALOT of units on that small lot.
23	Please consider traffic implications on Azalea Ave. it is already a cut through, there are a lot of kids and pets on that street.

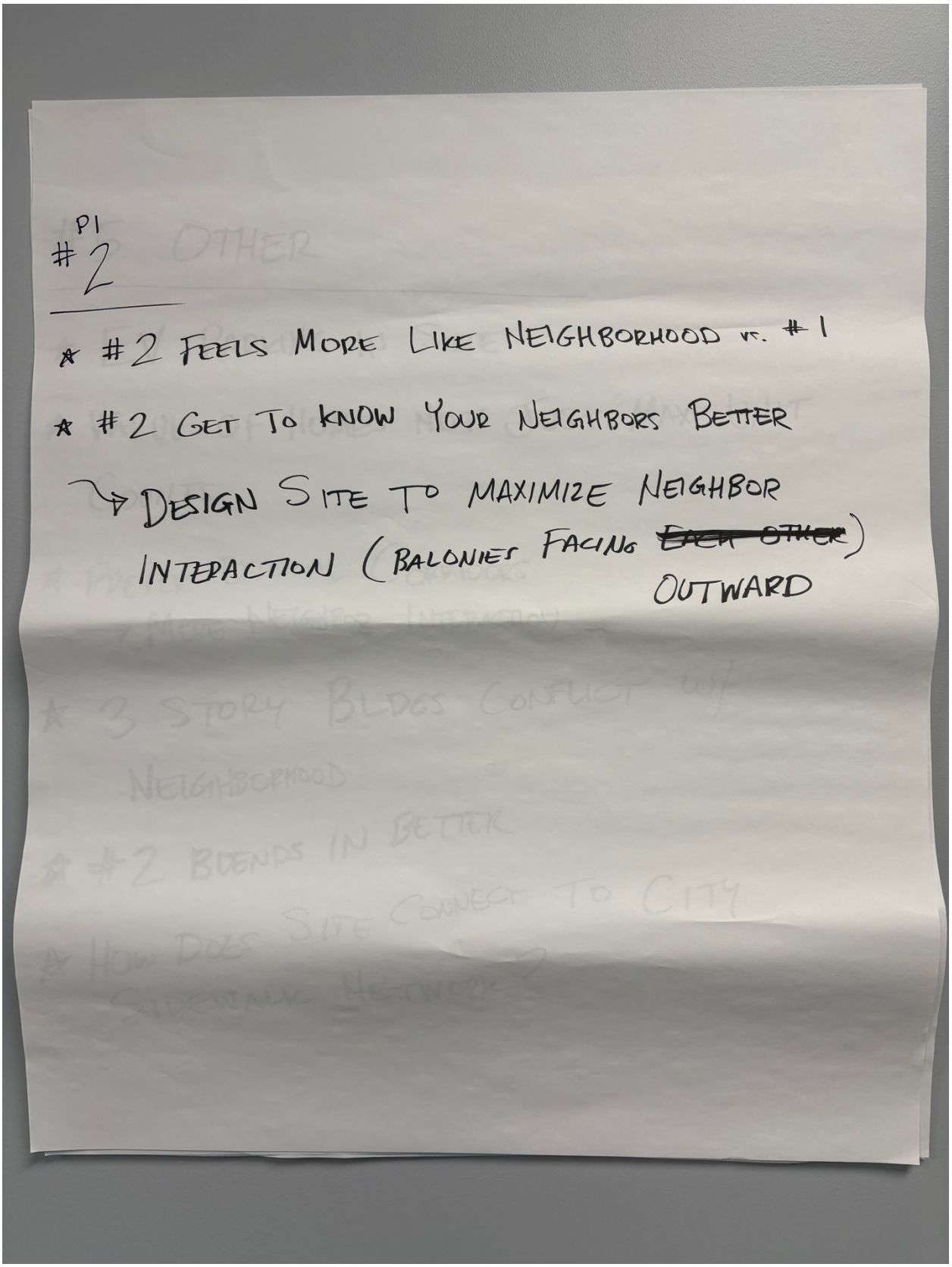
	Stormwater will. Red to be managed, during heavy rains, water already crossed the road at the undersized culvert and is washing out the driveway of one of the residents
24	No response
25	No response
26	No response
27	No response
28	No response
29	No response

Appendix 3: Photos of Engagement Session Notes

DFI staff documented the input gathered during the two in-person engagement sessions on March 12, 2025. The notes are organized by small group discussion and in order of public interest discussed.

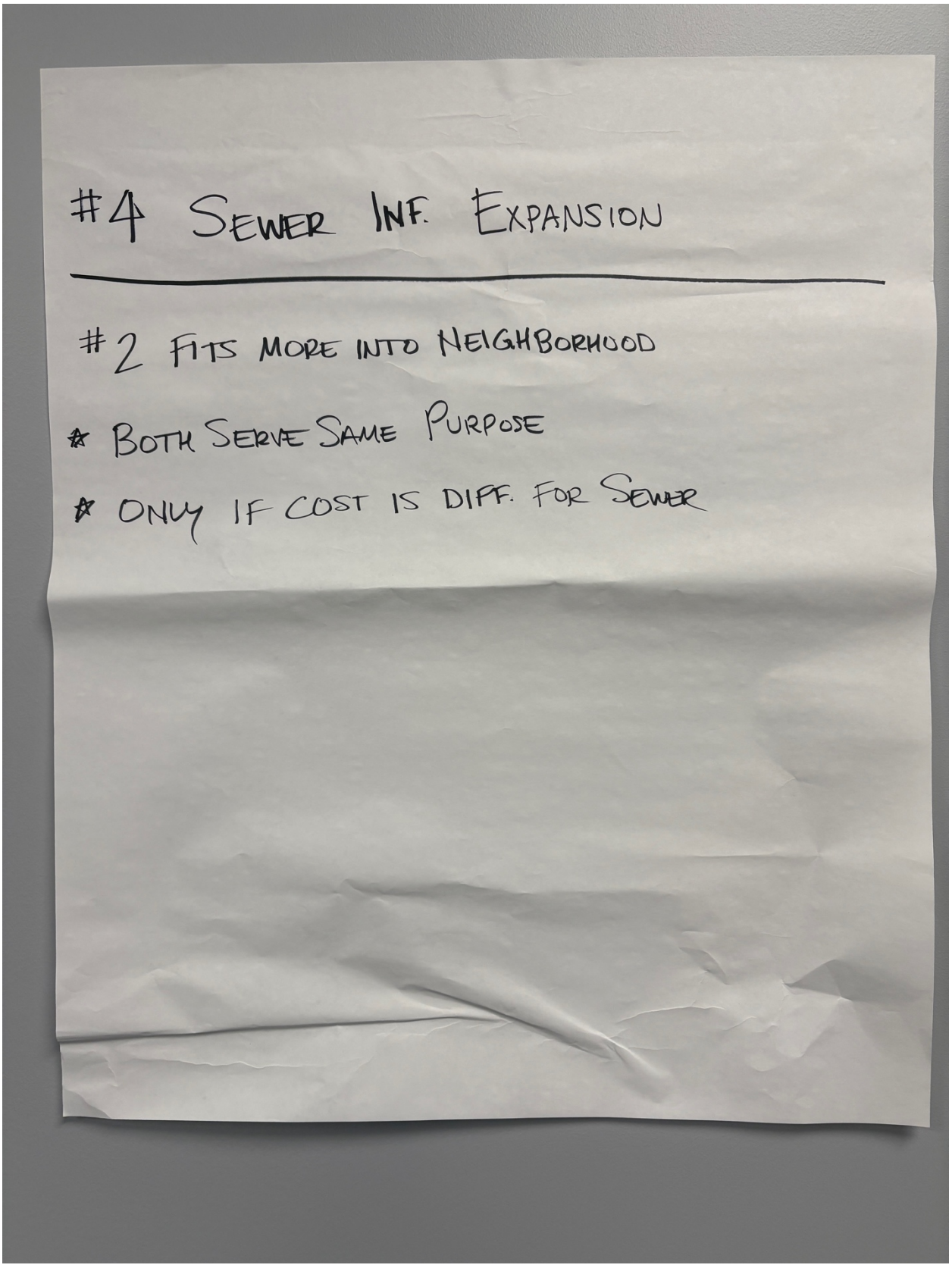


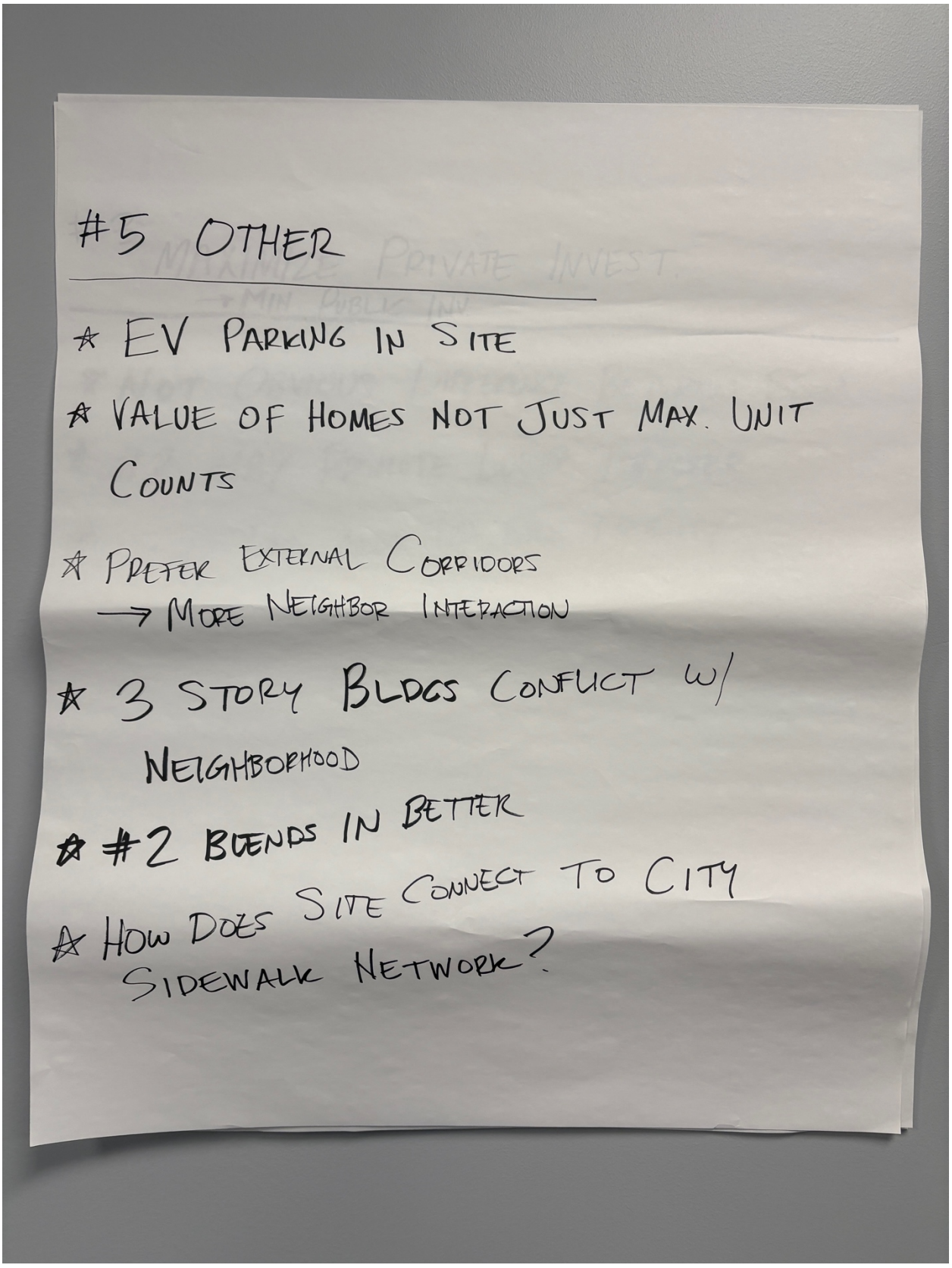

#2 GREEN SPACE
★ BALANCE ACROSS THE SITE
→ ABILITY TO BRING SOME SOUTH
★ MAKE SURE STORMWATER MOVES AWAY FROM SITE
★ MAKE SURE OPEN SPACE FEELS SAFE
↳ LIGHTING
★ HOW IS PROPERTY DELINEATED FROM NEIGHBORS?
→ NATURAL (TREES, VEGETATIVE)
→ NOT A SOLID WALL
→ INTEGRATED INTO NEIGHBORHOOD
★ GREEN SPACE SHOULD HAVE FUNCTION
→ COMM. GATHERING. → PICNIC TABLES + PLAYGROUND


P1
#2
★ #2 FEELS MORE LIKE NEIGHBORHOOD vs. #1
★ #2 GET TO KNOW YOUR NEIGHBORS BETTER
↳ DESIGN SITE TO MAXIMIZE NEIGHBOR INTERACTION (BALONIES FACING ~~EACH OTHER~~ OUTWARD

#3 MAXIMIZE PRIVATE INVEST.
→ MIN. PUBLIC INV.

* NOT OBVIOUS DIFFERENCE BETWEEN SCEN.
* #2 MAY PROMOTE LOWER TURNOVER
* SEWER LINE ADDS TAX BASE TO CITY


#4 Sewer Inf. Expansion
#2 Fits more into Neighborhood
* Both Serve Same Purpose
* Only if cost is diff. for Sewer


#5 OTHER
* EV PARKING IN SITE
* VALUE OF HOMES NOT JUST MAX. UNIT COUNTS
* PREFER EXTERNAL CORRIDORS → MORE NEIGHBOR INTERACTION
* 3 STORY BLDGS CONFLICT W/ NEIGHBORHOOD
* #2 BUENDS IN BETTER
* HOW DOES SITE CONNECT TO CITY SIDEWALK NETWORK?

PI 1 Optimize # of new units affd.

- Eligibility limits outside LIHTC (e.g. Occupation / local)
- Niether option prefer ≈ 20 units

Gen Concerns

- impact on prop. values
  - ↳ tax assesments
- target > 60% AMI

Broad River Terrace Res. behavior

- Safety concerns
- Traffic impacts
- Affd. V. workforce — use of language w/ public

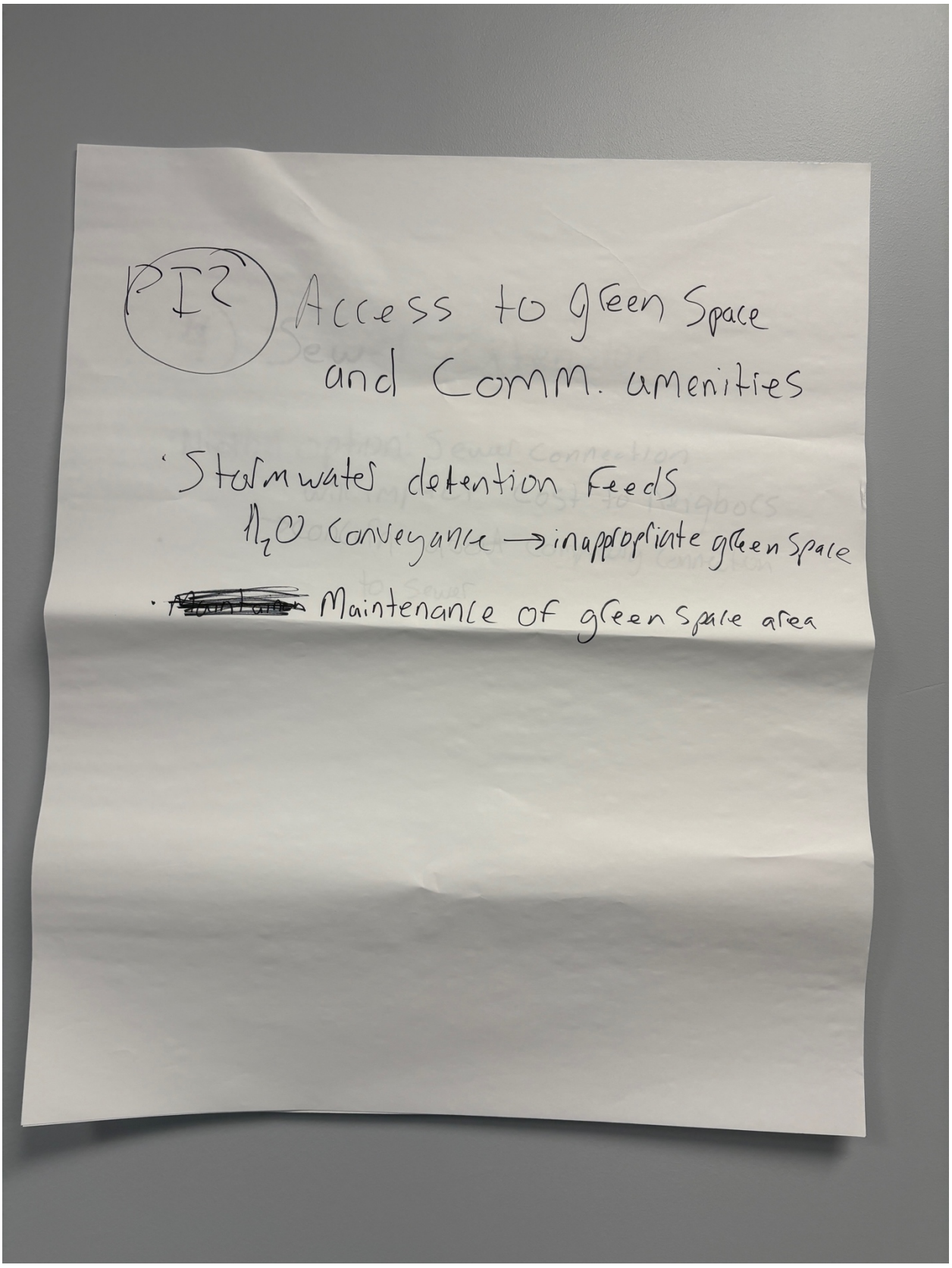
- Azalea – access management
  - ↳ Broad River traffic
  - ↳ eliminate through traffic
  - ↳ Connect to adj. MF prop.

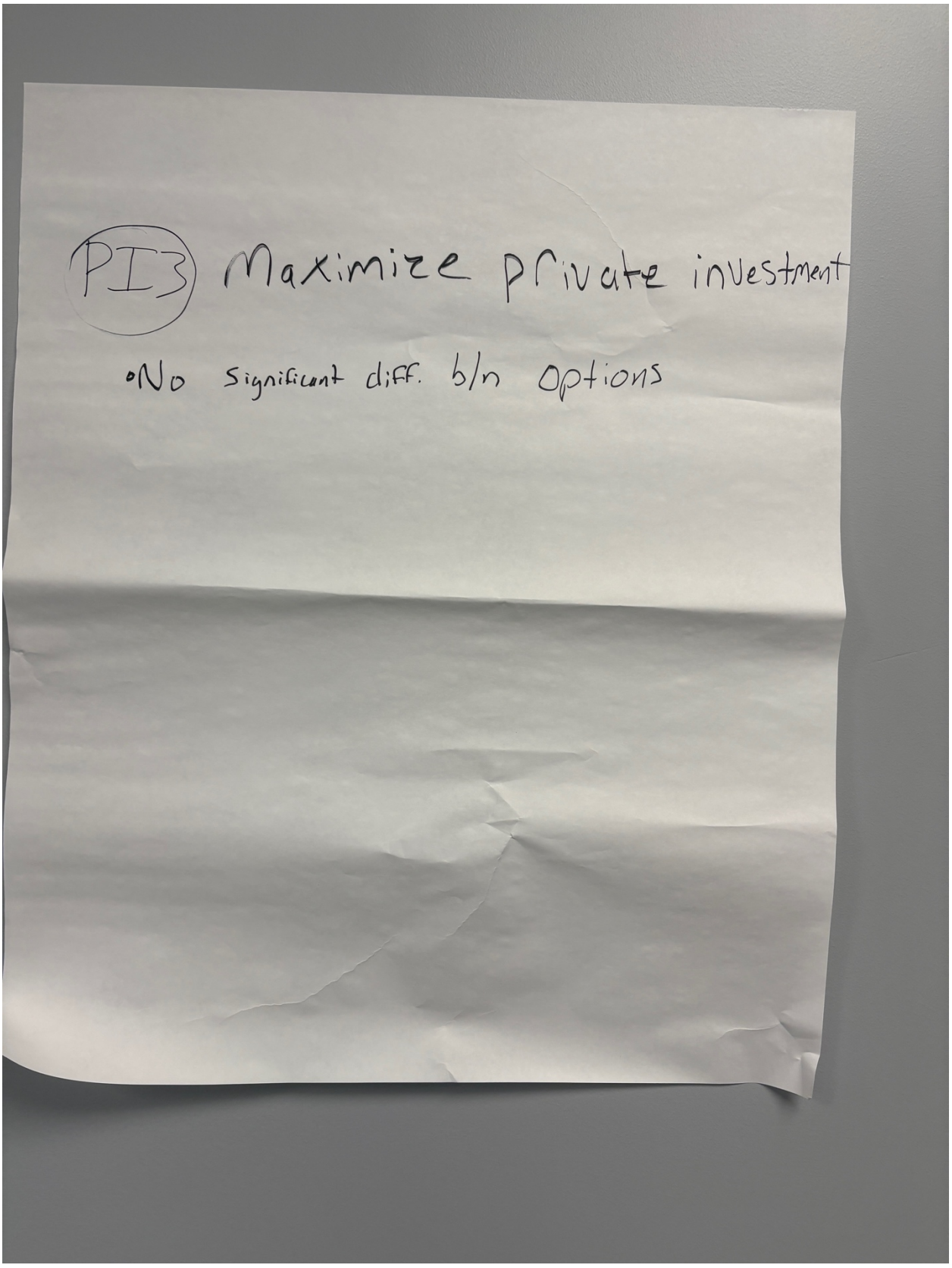
Qs re: LIHTC & DFI exp.

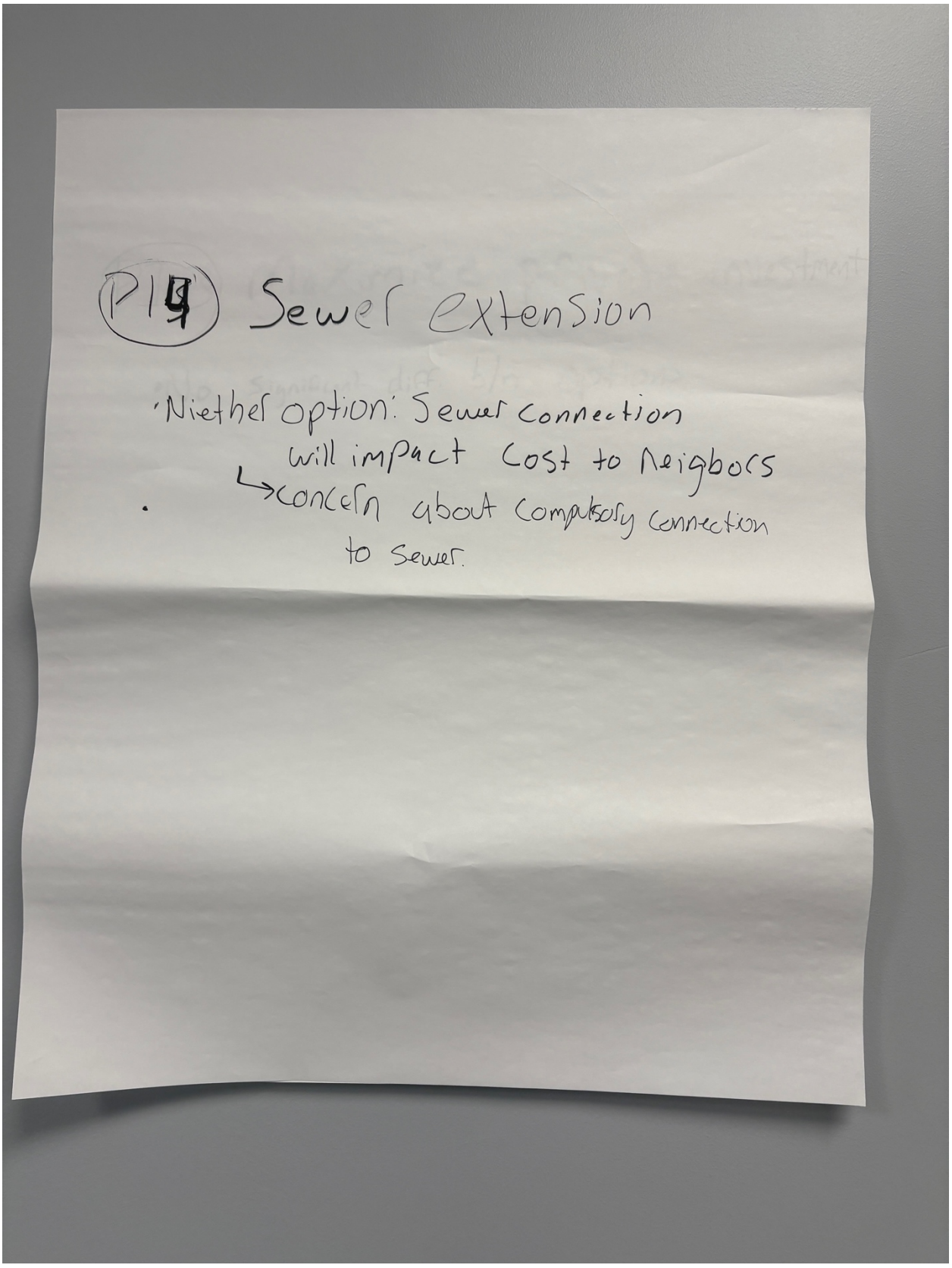
Q re: HCV

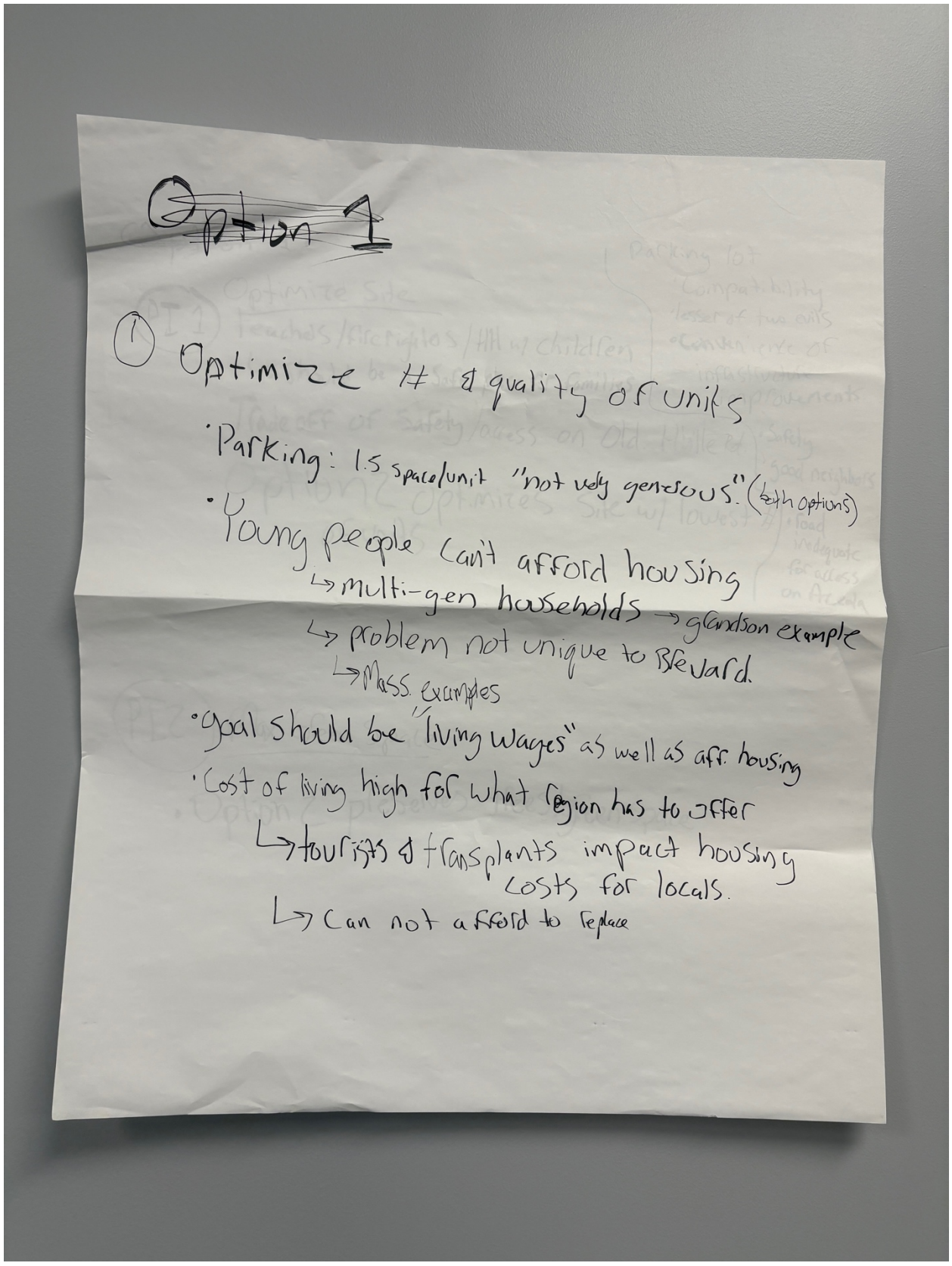
change in Comm. Character

- ↳ over reliance on Gov't


PI?
Access to green Space and Comm. amenities
Stormwater detention feeds
H_2O conveyance → inappropriate green space
Maintenance of green space area


PI3 Maximize private investment
•No significant diff. b/n options


P19
Sewer extension
Niether option: Sewer connection will impact cost to Neigbors
concern about compulsory connection to sewer.


Option 1
1
Optimize # & quality of units
• Parking: 1.5 space/unit "not very generous" (both options)
• Young people can't afford housing
↳ multi-gen households → grandson example
↳ problem not unique to Brevard.
↳ Mass. examples
• goal should be "living wages" as well as affr. housing
• Cost of living high for what region has to offer
↳ tourists & transplants impact housing costs for locals.
↳ can not afford to replace

~~Option 1~~

PI 1 Optimize Site

Teachers/fire rights/HH w/ children
↳ should be a safe place for families

Trade off of Safety/access on Old. Hville Rd.

Option 2 optimizes Site w/ lowest # of units

Parking lot
- Compatibility
- lesser of two evils
- Convenience of infrastructure improvements.

- Safety
- good neighbors

- Road inadequate for access on Arcola

PI 2 Max Green Space

- Option 2 preserves trees/green space

PI3 Max. Private Investment

- Option 2 is a long-term better investment for the town. Will be better maintained.

PI4 Sewer Extension

- Neighborhood residents (retirees) may not pay to connect.
  ↳ Can town defer cost of connections?