

Minutes of the March 28, 2012 Meeting of the
Eastern Shore of Virginia Housing Alliance
The Enterprise Building
Accomac, Virginia

Directors Present

Delores Bailey
Angel Collins
Faith Custis
Diana Giddens
Richard Jenkins

Diane Musso
Ellen Richardson
Michael Selby
Laurence Trala

Directors Absent

Chris Bannon
Jacqueline Chatmon

Louise Coles
David Vaughn

Others Present

Elaine Meil
Kat Edwards
David Annis

Melissa Matthews
Susan Haycox
Barbara Widgeon

1. Call to Order

President Custis called the meeting to order at 7:00 p.m.

2. Invocation

Director Jenkins offered the invocation.

3. Minutes of January 25, 2012 Meeting

The Minutes of January 25, 2012 Meeting were presented.

Board approval of the minutes of the January 25, 2012 Meeting was requested.

Director Trala moved to approve the minutes of the January 25, 2012 meeting as presented. Seconded by Director Musso, the motion carried by unanimous vote.

4. Bills Payable/Financial Statement

Board approval of the following Bills Payable/Financial Statements was requested:

ESVHA Bills Payable

A-NPDC	January/February Expenses	\$5,529.03
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Financial Statements for ESVHA operating account and IP/R Construction funds were attached.

Pine Street Apartments

The current Pine Street Apartments budget report and financial statement were also attached.

Director Trala moved to approve the Bills Payable/Financial Statements as presented. Seconded by Director Jenkins, the motion carried by unanimous vote.

5. FY 2013 Budget Request

Accomack County has advertised their proposed FY 2013 Budget and will have final deliberations the first two weeks in April.

Northampton County's Budget Committee is in the process of setting meetings and reviewing available revenues for FY 2013.

6. Current Financial Status Report

The attached report indicated that 36.45 percent of the administrative budget had been expended while 66.67 percent of the fiscal year had passed.

Board approval of the presented reports was requested.

Director Musso moved to approve the current Financial Status Report as presented. Seconded by Director Trala, the motion carried by unanimous vote.

7. Election of FY 2013 Officers

Corporation By-Laws state that the election of the Fiscal Year 2012 President, Vice President, and Treasurer shall be held at the March Board meeting. The current officers are:

President	Faith Custis
Vice President	Michael Selby
Treasurer	Diana Giddens

Having served one 1-year term (Three terms can be served.), the current officers are eligible for re-election to their respective positions. The election is effective July 1.

A report from the Nominating Committee consisting of Directors Bannon, Jenkins, and Richardson was requested.

Director Richardson stated it was the recommendation of the Nominating Committee to re-elect the current officers for an additional term. Seconded by Director Trala, the motion carried by unanimous vote.

8. Property Management

Accomack Manor

There are currently no vacancies at Accomack Manor. The property manager reported that they are continuing the monthly birthday parties, and have begun Friday coffee and doughnut social gathering. Also, regular blood pressure clinics are scheduled on-site for the residents who wish to participate.

The management has contracted to have security cameras installed in the stairwells and parking lots of all of the properties they manage including Accomack Manor. Also, management has hired a new landscaping firm who will be planting flowers and new plants within the next few weeks.

Pine Street Apartments

There are currently no vacancies at Pine Street Apartments. All rents are current except one family who is expected to make payment before the end of the week.

Certain areas of the roof continue to cause problems due to structural weakness. The materials that were required to be used by Rural Development specifications are less rigid than current codes. Rural Development has scheduled their annual inspection and compliance audit for the middle of May.

9. Indoor Plumbing Rehabilitation Program

Indoor Plumbing Rehabilitation Program

There is still no news from DHCD on the status of the IP/R Program. A couple of months ago, staff was asked by DHCD to provide the number of applications that were in some stage of approval when the program was shut-down. We responded with the numbers we had, although that number may not be accurate based on the latest eligibility criteria that was announced by DHCD. These criteria state that only owner-occupied houses with NO indoor plumbing will be eligible for the program. This may mean a new round of outreach and intake might be required when the program restarts.

Board Approval of the attached Financial Statements was requested.

Board Approval of the attached Financial Statements was requested. Director Trala moved to approve the attached Financial Statements. Seconded by Director Bailey, the motion carried by unanimous vote.

10. Housing Development Projects

Camille Run Homes

Staff continues to work with our consultants and funding agencies to identify programs and sources of funds to replace the lost IP/R set-aside and the Federal Home Loan Bank of Pittsburg AHP program.

NCALL Predevelopment Contract

Staff continues to investigate properties and sites for consideration as locations for the development of new affordable rental housing. The application deadline for the RD Farm Labor Housing Program has not yet been announced, but usually falls within July or August of the year.

11. Housing Services Programs

HOMEownership Down Payment Assistance Program (HOME)

The ESVHA has received a tentative contract for \$40,000 in HOME down payment assistance funds. Prior to the funds being released to the agency, the ESVHA must apply to become a HUD-approved agency. This process requires verification of the organization's non-profit status as well as other certifications.

NCALL Homeownership Program

- Homeownership calls and appointments were higher for February. Calls have been from both realtors and previous homeownership clients. As a Housing Counselor, this has been a welcome shift. Underwriting has still been challenging. Also, what people think they knew about getting loan approval may no longer be applicable, making the need for Homeownership Education even more beneficial than ever before.
- New foreclosure calls have decreased this month, however the follow up calls and appointments remain high. Default Prevention Counseling on the Shore will always be very different than in more urban areas. The client's lack of access to fax machines and computers, as well as a poor understanding of mortgage lending in general, causes families to rely more heavily on the Housing Counselor to maneuver through the process. Another challenge has been accessibility to the client due to cancelled cell phone plans or prepaid phones with no minutes. This has been a challenge for the lenders as well. It is also very evident that without continuous follow up contact with the client, the process often comes to a halt. It has to be emphasized to the client, not only in the beginning, but throughout the counseling period that they have to be actively involved in the process in order for there to be a satisfactory solution. Several default clients are in Trial Modifications at this time or in the final stages of underwriting. A new situation occurred this month when a client had successfully completed a HAMP Trial Modification, but his permanent modification is on hold due to very old judgements that did not show on a credit report. He is in the process of researching these past judgements, but it brought to the forefront a new issue to address with clients in the beginning of the counseling process.

Pre-Purchase Counseling	Current Month: February	Cumulative Year 5	Total Cumulative
# of orientations held	1	1	18
Orientation attendees	3	3	115
Client Intakes	6	20	216
Additional Counseling Sessions Held	1	13	164
# of final workshops held	0	2	20
Mortgage submissions	2	5	38
Mortgage closings	0	1	19
Financing leveraged	\$ 0	\$ 85,232	\$ 1,939,260

Growing Your Money Financial Literacy	Current Month: February	Cumulative Year 5	Total Cumulative
New GYM participants	17	35	229
GYM graduates	9	19	110

Default and Foreclosure Counseling	Current Month: February	Cumulative Year 5	Total Cumulative
Intake sessions	2	15	215
Additional Foreclosure Sessions	11	70	438
Positive Foreclosure Prevention Outcomes	1	5	78
Homeowner Budget/Predatory lending Counseling	0	1	46

12. Executive Director's Report

Bayview Property

Staff continues to manage the properties. The second Culls temporary relocation tenant is using one home. The delinquent tenant has been to court and not paid her rent. Eviction is proceeding. After evaluation, this home will be listed for rent in the newspaper.

Community Housing Development Organization (CHDO)

Staff is preparing this year's resubmission. The old form that was signed by all board members is no longer listed as a requirement. Even though the Board may not see this each year, staff will continue to maintain the designation.

13. Public Participation

There was no public participation at this time.

14. Other Matters

There were no other matters discussed at this time.

15. Adjournment

There being no further business brought before the Board, President Custis adjourned the meeting.

Faith Custis, President

Elaine K. N. Meil, Executive Director