

Minutes of the July 25, 2012 Meeting of the
Eastern Shore of Virginia Housing Alliance
The Enterprise Building
Accomac, Virginia

Directors Present

Delores Bailey
Louise Coles
Faith Custis
Diana Giddens
Richard Jenkins

Diane Musso
Michael Selby
Laurence Trala
David Vaughn
Barbara Widgeon

Directors Absent

Chris Bannon
Jacqueline Chatmon

Angel Collins
Ellen Richardson

Others Present

Elaine Meil
Kat Edwards
David Annis

Melissa Matthews
Susan Haycox

1. Call to Order

President Custis called the meeting to order at 7:07 p.m.

2. Invocation

Director Trala offered the invocation.

3. Minutes of May 23, 2012 Meeting

The Minutes of May 23, 2012 Meeting were presented.

Board approval of the minutes of the May 23, 2012 Meeting was requested.

Director Musso moved to approve the minutes of the May 23, 2012 meeting as presented.
Seconded by Director Trala, 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	May/June Expenses	\$12,130.48
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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 Jenkins moved to approve the Bills Payable/Financial Statements as presented. Seconded by Director Bailey, the motion carried by unanimous vote.

5. FY 2013 Budget/Annual Work Program

The Proposed FY 2013 Budget/Annual Work Program was attached.

The major highlights included:

- ✓ The A-NPDC adopted its FY 2013 Budget/Annual Work Program at their July 16 Commission meeting, establishing the benefit and indirect rates for FY 2013.
- ✓ Anticipated work schedules and associated funding available have been reviewed by staff and revised as appropriate.

Board Adoption of the Proposed FY 2013 Budget/ Annual Work Program was requested.

Director Jenkins moved to accept the FY 2013 Budget/Annual Work Program as presented. Seconded by Director Giddens, the motion carried by unanimous vote.

6. Current Financial Status Report

The attached report indicated that 59.80 percent of the administrative budget had been expended while 100 percent of the fiscal year had passed.

Board approval of the presented reports was requested.

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

7. Property Management

Accomack Manor

Bonnie Crockett is no longer working as the on-site property manager at Accomack Manor. Patrick Kane has been filling-in for the last couple of months. The new permanent manager, Jessica Goodwind, is scheduled to start next week.

There are no long-term vacancies at Accomack Manor. As with any 90-unit facility there are the usual monthly unit turn-overs, but when they occur, the units are quickly filled from the waiting lists. The interim manager reported that there are currently 20 approved families on the waiting list, which represents at least a 6-month wait for units.

Of the 90 families, only one is behind with rent payments. The manager seemed certain that this family would become current very soon.

Pine Street Apartments

There are currently no vacancies at Pine Street Apartments. All tenants are current with rents. The recent maintenance issues are mostly routine issues, including repairs to the air condition systems during the extreme heat. Almost all of the air condition systems are the original to the property, which makes them approximately 17 years old. All questions raised at the recent USDA audit have been answered and all issues addressed.

8. Indoor Plumbing Rehabilitation Program

Indoor Plumbing Rehabilitation Program

Both Accomack and Northampton Counties received letters from DHCD announcing the restart of the IP/R program. The letters gave the Counties an opportunity to select a subrecipient to administrator the program on their behalf. The letters stated that if the Counties did not respond by July 1, 2012, DHCD would assume that they chose to use the same subrecipient that had administrated the program in the past, and that DHCD would begin negotiations with that subrecipient for the 2013 program.

It still appears that the budget for the 2013 IP/R program will experience a drastic cut, resulting in a much smaller program.

Board authority is requested to negotiate and execute agreements with DHCD and with the Counties as needed to implement a 2013 Indoor Plumbing / Rehabilitation Program.

Director Jenkins moved to grant authority for staff to negotiate and execute agreements with DHCD and with the Counties as needed to implement a 2013 Indoor Plumbing / Rehabilitation Program. Seconded by Director Selby, the motion carried by unanimous vote.

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 Selby, the motion carried by unanimous vote.

9. Housing Development Projects

Camille Run Homes

Our purchase option for the Camille Run property expired on July the 19th. As we've been reporting, staff has been unable to identify a source of funding to replace the IP/R and Federal Home Loan Bank of Pittsburg funds that were a part of the original development budget. Staff will continue to search for funds and attempt to renegotiate an option with the owner in the event a new budget can be developed.

NCALL Predevelopment Contract

Staff has had several conversations with the representative of the owners of the Cox property over the past weeks, and has sent an offer of terms for a purchase option. The representative has given staff reason to be optimistic that a deal can be reached. We are hoping to hear from the owner within a week or so.

Meanwhile, USDA has released the NOFA for the 514/516 program, with a submission deadline of mid-September.

Board authority is requested to allow staff to negotiated and execute a purchase option agreement with the owners of the Cox property to be used as the site for a USDA 514/516 affordable housing facility.

Director Jenkins moved to grant authority to allow staff to negotiated and execute a purchase option agreement with the owners of the Cox property to be used as the site for a USDA 514/516 affordable housing facility. Seconded by Director Trala, the motion carried by unanimous vote.

10. Housing Services Programs

NCALL Homeownership Program

- The press release and photo of our newest homeowners finally ran in the Eastern Shore News this month along with an ad announcing our free counseling services and classes. This definitely had a positive impact on the number of calls regarding Homeownership. A Homeownership Orientation Class was held at the end of the month to accommodate the new potential home buyers. The photo of the new homeowners also seemed to spark a renewed interest from existing clients and seemed to recharge their motivation toward buying a home. Seeing the success of

one's peers speaks volumes! Even clients who had fallen way off track due to job losses or credit issues have been calling to set appointments to get started again, some even registering to retake the GYM classes. New GYM Classes start the beginning of July.

- The Culls Community Financial Management and Home Maintenance for Homeowners Class was a success. Ten Families attended the class which ran from 10:00 am to 2pm. Patricia Grove presented the first half covering budgeting and predatory lending and John Aigner presented the second half on home maintenance. The families were very participatory and really seemed to have a lot of questions and interest in remaining financially stable in order to remain in their homes. Many said they had seen the devastation that foreclosure caused for friends and neighbors and did not want that to happen to them. These classes are very beneficial for the community and more will be scheduled in the future.
- Patricia Grove registered for the NTI workshop being held in August. She will be taking a course on the USDA 502 Direct loans as well as Compliance. Since the majority of clients are utilizing the 502 Direct Program, this course will be very advantageous.

Pre-Purchase Counseling	Current Month: June	Cumulative Year 5	Total Cumulative
# of orientations held	1	3	20
Orientation attendees	7	10	122
Client Intakes	6	40	236
Additional Counseling Sessions Held	4	27	184
# of final workshops held	1	4	22
Mortgage submissions	1	9	42
Mortgage closings	1	6	24
Financing leveraged	\$ 146,846	\$ 751,065	\$ 2,605,093

Growing Your Money Financial Literacy	Current Month: June	Cumulative Year 5	Total Cumulative
New GYM participants	0	48	234
GYM graduates	0	333	127

Default and Foreclosure Counseling	Current Month: June	Cumulative Year 5	Total Cumulative
Intake sessions	2	28	228
Additional Foreclosure Sessions	2	95	463
Positive Foreclosure Prevention Outcomes	0	9	80
Homeowner Budget/Predatory lending Counseling	0	3	48

Positive outcomes

April: 1 purchase, black female

2 modifications, 1 black male/1 white female

May: 3 purchases, 1 white male and female/1 black male/1 black female

June: 1 purchase 1 black female

11. Executive Director's Report

Bayview Property

Staff continues to manage the properties. The second Culls temporary relocation tenant has moved out and the unit is being held for another Culls temporary relocation. Staff has arranged for the third home to be cleaned and staff is seeking a new tenant.

NCALL

Staff has met with NCALL staff and additional funds are available to continue the housing counseling program. NCALL has also been very helpful in funding staff and Board training opportunities.

12. Public Participation

There was no public participation at this time.

13. Other Matters

Director of Housing Services Edwards suggested the Eastern Shore of Virginia Housing Alliance sponsor a Fair Housing Workshop, and make it available for the main decision-makers in the area. This would possibly take place in the Fall of 2012. The Board gave permission for the ESVHA to proceed with organizing the workshop.

14. Adjournment

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

Faith Custis, President

Elaine K. N. Meil, Executive Director