

Minutes of the September 25, 2013 Meeting of the
Eastern Shore of Virginia Housing Alliance
The Enterprise Building
Accomac, Virginia

Directors Present

Delores Bailey
Louise Coles
Angel Collins
Faith Custis
Diana Giddens
Richard Jenkins

Diane Musso
Ellen Richardson
Laurence Trala
David Vaughn
Barbara Widgeon

Directors Absent

Chris Bannon
Jacqueline Chatmon

Michael Selby

Others Present

Elaine Meil
Susan Haycox
Brenette Hinmon

David Annis
Kat Edwards

1. Call to Order

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

2. Invocation

Director Jenkins gave the invocation.

3. Minutes of July 24, 2013 Meeting

The Minutes of July 24, 2013 Meeting were presented.

Board approval of the minutes of the July 24, 2013 Meeting was requested.

Director Jenkins moved to approve the minutes of the July 24, 2013 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	July/August Expenses	\$14,073.07
NCALL	Loan Fee-Commitment Extension	<u>\$ 1,500.00</u>
	Total Bills Payable	\$15,573.07

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 was also attached.

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

Staff requests permission to consolidate the IPR Program Income bank accounts and transfer them to BB&T.

Director Richardson moved to grant permission to consolidate and move the IPR Program Income bank accounts to BB&T. Seconded by Director Giddens, the motion carried by unanimous vote.

5. Current Financial Status Report

The attached report indicated that 16.49 percent of the administrative budget had been expended while 16.67 percent of the fiscal year had passed.

Board approval of the presented reports was requested.

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

6. Property Management

Pine Street Apartments

There is one vacancy at Pine Street Apartments. A new tenant is scheduled to move in by the 25th of this month. All rent payments are up- to- date. There are no major maintenance issues to report, but the small routine items are keeping the maintenance person very busy.

The Pine Street FY 2013 Audit was distributed. The Board requested we allow them more time to review the audit, and email them prior to the November Board Meeting requesting acceptance.

Accomack Manor

Staff was unable to get a report from Jessica Goodwind, the on-site property manager, in time to include it with the memos. An update will be provided at the meeting.

7. Indoor Plumbing/Rehabilitation Program

2013 Indoor Plumbing Rehabilitation Program

Work is underway on the two IP/R replacement houses in Winterville and Treherneville. The contractors were framing the exterior walls at both sites last week. Both houses should be weathered-in by the end of this week.

2014 Indoor Plumbing Rehabilitation Program

As reported at the last meeting, DHCD has completely redesigned the IP/R program for the 2014 fiscal year contracts, and will no longer contract directly with Accomack and Northampton Counties. Staff has submitted the client documents for a replacement house in Painter for review by the regional housing rehab board. The client that was submitted had already been ranked by our local Board and was next on our waiting lists.

The lead agency for our region, Housing Partnership, Inc., plans to call a meeting of the regional Board soon to rank the applications submitted by the 8 agencies that are located within our region.

Board approval of the attached IP/R financial records was requested.

Director Trala moved to approve the attached Financial Statements. Seconded by Director Richardson, the motion carried by unanimous vote.

8. Housing Development Projects

Bailey Road Apartments

USDA published the 2013 NOFA for the Section 514/516 rental housing program around the middle of August, with a short turn-around time for accepting pre-applications. The new NOFA capped the amount of funds that could be awarded to any one project at \$1 million in loan funds and \$1 million in grant funds. Competed pre-applications were due at the State USDA office by the end of the day, September 13, 2013.

Staff submitted a pre-application on the 13th that included revisions in the development standards to take advantage of the ranking points given to green construction methods. If funded, the apartments will be built to comply with the Silver Level of the National Green Building Standards.

Additionally, due to the new USDA loan and grant funding caps, the sources of funds were revised to include a VHDA SPARC loan, an award of HOME funds from DHCD, a grant from the Federal Home Loan Bank of Atlanta, and a grant from the Oak Hill Foundation.

9. Housing Services Programs

Calls have increased again from people who have contacted companies “guaranteeing” modifications on their defaulted mortgages. Some of these companies are not necessarily total scams, but are charging hefty fees to basically do what a Housing Counseling Agency can do for no charge. One person said the fee she was charged was \$3,000. The company had her convinced that their success rate was phenomenal. She was referred to the A-NPDC by a relative who is a client, but she was still not convinced that paying this fee was not in her best interest. Educating the public is key and more effort needs to be put into distributing information on counseling services.

Purchase calls and appointments have really increased this month, with referrals from multiple sources, realtors, local banks, and former clients. Most clients are looking at existing houses because the prices are still so low. The increasing interest rates are a little concern for some, but with the low prices on the homes, it is not keeping people from qualifying. A Homeownership final workshop is being planned for early September in order to have a larger participation.

New default calls and appointments have decreased, but the existing clients have very complicated situations. As was said in a previous report, many of the default clients are previous clients who have a new financial hardship. Also, many of the clients fell back on bad habits when a new situation arose, such as acquiring Pay Day and Title loans to see them through, but only worsened their financial situation. Also, many of the clients do not have the skills needed to thoroughly read letters from their servicers or to take necessary steps to prevent falling further behind. This is very frustrating as a counselor, because you feel responsibility for not getting the message across the first time. That said, clients are happy to know that they can still come back for additional counseling and sometimes it may be reluctance to have to ask for help a second time that keeps them from calling immediately. Bad habits can also be hard to break and the Eastern Shore has an abundance of Predatory Lenders up and down the highway to lure people in for those “quick fixes”. Again, Education is of utmost importance and more and more outreach must be provided.

Pre-Purchase Counseling	Current Month: July	Cumulative FY 2013	Total RIF Cumulative
# of orientations held	0	5	6
Orientation attendees	0	21	22
Client Intakes	10	56	65
Additional Counseling Sessions Held	4	38	48
# of final workshops held	0	1	2
Mortgage submissions	3	6	9
Mortgage closings	0	4	6
Financing leveraged	0	\$ 528,878	\$ 528,878

Growing Your Money Financial Literacy	Current Month: July	Cumulative FY 2013	Total Cumulative
New GYM participants	4	20	25
GYM graduates	1	13	14

Default and Foreclosure Counseling	Current Month: July	Cumulative FY 2013	Total Cumulative
Intake sessions	1	34	38
Additional Foreclosure Sessions	10	84	90
Positive Foreclosure Prevention Outcomes	2	12	17
Homeowner Budget/Predatory lending Counseling	0	8	8

**Positive Outcomes: Default: Modification-Black Female-over 100% AMI
Brought Current-Black Male and Female-70% AMI**

Continuum of Care (Coc)

Update was given at the meeting.

Disaster Relief Assistance – Victims of Hurricane Sandy

Update was given at the meeting

Virginia Individual Development Account (VIDA)

Update was given at the meeting.

10. Executive Director's Report

Bayview Property

A week ago after requesting information on why the closing has not been scheduled we found out that there is a situation with the lots. It appears that the IRS is holding a lien on the property from the previous owner that should have been resolved with the tax. Staff will be monitoring this situation carefully and is staying in contact with our attorney.

Tangier Replacement House

The group that is working on this has applied for additional funding from VHDA to complete the interior of the house.

Line of Credit

Staff is seeking a new project for the line of credit. The previous client chose to purchase an existing home instead of constructing a new one.

11. Public Participation

There was no public participation at this time.

12. Other Matters

No other matters were discussed at this time.

13. Adjournment

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

Faith Custis, President

Elaine K. N. Meil, Executive Director