Black Homeownership Strike Force Meeting
August 25th, 2022
10am
Draft Agenda

Public registration link: https://us06web.zoom.us/webinar/register/WN_4Jhcn40uS9Cr3Ch6jq68Qg

Time	Topic	Lead
9:30am	**Meeting opens for Strike Force members**	
10:00am	**Call to order** Confirm Agenda	*Don Edwards, JSA*
10:00am	**Welcome from Co-Chairs**	*Reverend Hagler and Director Cozart*
10:05am	**Deputy Mayor Acknowledgement**	*John Falcicchio, DMPED*
10:10am	**Process Design & Previous Meeting Review**	*Don Edwards, JSA*
10:15am	**Discussion on Homeownership Goal**	*Ana Van Balen, DMPED*
10:30am	**Discussion on Recommendations and Fund**	*Ana Van Balen, DMPED*
11:30am	**Public Comment**	*Don Edwards, JSA*
11:50am	**Closing Comments**	*Director Cozart and Reverend Hagler*
12:00pm	**Adjourn**	

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JUSTICE & SUSTAINABILITY ASSOCIATES

Black Homeownership Strike Force
Meeting #10 Draft Notes
Zoom Webinar
Thursday, August 25th, 2022
10:00AM to 12:00PM

Strike Force Members Attendees: Sheila Alexander Reid, Sasha Gaye Angus, Anita Bonds, Harrison Beacher, Rev. Thomas Bowen, Ayana Douglas, Sheila Cross Reid, Anita Cozart, Rev. Graylan Scott Hagler, Amber Hewitt, S Kathryn Allen, Joanne Savage, Chris Donald, Anne Ford, Susanne Slater, Babatunde Oloyede, Karima Woods, Harvey Yancey, Brenda Donald

Other Attendees: Melissa Millar, Nick Stabile, Carmen Dayne, Yolanda McCutchen, Alexis Robinson, Emma Lipsky, Sakina Thompson, David Selman, LaShawn Douglas Vincent, Wendi Redfern, Anthony McDuffie, Femi Adelakun

Deputy Mayor's Office for Planning and Economic Development (DMPED): Deputy Mayor John Falcicchio, Ana Van Balen, Timothy White

Consultants: Don Edwards (JSA), Josh Babb (JSA), Evelyn Mitchell (JSA), Nina Young (JSA), Brian Schwartz (JSA), Katie Fallon (Urban Institute), Dr. Haydar Kurban (Howard University), Janneke Ratcliffe (Urban Institute),

Final Meeting: Thursday, August 25th, @ 10:00AM via Zoom

Call to Order and Welcome	• Don Edwards, Justice and Sustainability Associates (JSA), called the meeting to order at 10:04am he reviewed the agenda for the meeting. • John Falcicchio gave a welcome to the group and thanked everyone for their tireless work doing this process. Thinking through the true impact it will have on families.
Ground Rules	• Don Edwards reviewed the ground rules for participating in the Strike Force. He reminded the group that this is a public meeting and that 15 minutes will be set aside for public comment at each Strike Force meeting. Recordings are available by request. • Don also reiterated expectations around the dissemination of Strike Force materials. • Don asked if members had any revisions from the previous meeting summary. • He also reiterated the review of the consensus-based decision-making process when it comes to the work of the Strike Force

Strike Force Charge	• Create a goal for increasing the number of Black Homeowners in DC by 2030 • Develop recommendations on how to address problems in financing homeownership, increasing the supply of homes and preserving homeownership • Provide recommendations for use of a $10 Million Black Homeownership Fund proposed in Mayor Bower's Fair Shot budget
Recommendations Discussion	• Tim: Looking forward to having a final report issued by the end of September. All the data and context that will need to be added. • Final Strike Force goal: 20,000 Net new Black homeowners by 2030. • There are about 1,400 Black buyers a year but that includes repeat buyers as well. • There are 368 HPAP borrowers every year, multiplied by 7. • Also looking at new supply and its effect on the housing market. • Implement strategies to prevent loss of Black households who own their home as well. • Ana Van Balen reviewed the final iteration of the Strike Force recommendations. Don asked for members confirmation end the recommendations as they stand: • S Kathryn Allen: Yes. • Susanne: Yes. • Sheila Cross Reid: Yes, would like to thank everyone who participated in this work. • Babatunde: Yes, looking forward to the next Strike Force to work through the execution of this. • Sheila Alexander Reid: Yes, it has been a pleasure to work with such committed and brilliant minds. • Sasha: 100% agree, have seen significant improvement even from the recommendations last week. • Chris Donald: Agree. • Anne: Yes, truly enthusiastic about this. • Karima: Think the Mayor's charge has been effectively met, want to extend my gratitude to the DMPED and JSA team and our co-chairs. • Harrison: Grateful to be included and excited for the prospect to set an example and inspire others. • Amber: Yes, think we met the mayor's charge and extended her vision of a more racially equitable DC. • Brenda: Yes, proud of this effort. • Joanne: Yes, been remarkable ton be a part of the group and work. Really feel like we can make a difference.

	• Harvey: Hat's off to the mayor for taking on this bold charge. • Rev Bowen: This process has been rigorous and intense, but this has been some of the most rewarding work I've done in DC. • Anita: Agree with the recommendations. • Tim: Want to thank everyone for taking the charge to heart. To be able to do this work in the midst of that, a huge shoutout to Ana, and everyone who has been a part of this effort. • Ana: Thank everyone for their tireless hours and commitment on this work. • Don: Voiced that they would be sure to follow-up to confirm consensus with Ellis Carr, Dedrick, and Councilmember Anita Bonds. • Anita: Makes my heart full to make you all speak to wanting to be a part of making these recommendations real. Back on June 9th when we gathered there was a recognition of how important this work is.
Public Comment	• No Public Comments
Closing Words	• Anita shared her appreciation for the project team and all Strike Force members. • Rev Hagler thanked Ana and Tim, and stated he was looking forward to a follow-up town hall meeting in the near future.
Meeting Chat	• Great job Ana! • Really happy to have been a part of this effort. • Mad respect for the Mayor and Deputy Mayor for the vision and boldness to create this space. Appreciate the hard work of all. • Tim, thanks for your silent and consistent support. Your graciousness and humility are an example that we can all learn from! • Deep bow of gratitude to Ana, Tim and Don's team for putting in the work and support to make this challenging charge a reality. • Good morning all! We will open up the public gallery (Q&A) after remarks from Rev. Hagler. This gallery will be open for 15 minutes. Thank you! • Great Kudos for the Mayor's vision in creating this Strike Force to comprehensively address this serious issue. Much appreciation for everyone who stepped to the plate to contribute in any way they could. Don and his team were superb in facilitation of meetings. Finally, thank you to John Falcicchio for closing us out with scripture because Lord knows we need lots of prayer to enable us to succeed in our mission.

	• To that point, about tracking recommendations and the goal, it took us some time to set this up for the 36,000 / 12,000 goal: https://open.dc.gov/36000by2025/ • Grateful is an understatement. And movement on marketing and communication strategically is going to be really important, please continue to leverage us to help get this word out - (Once we confirm the word) • Thank you John Falcicchio for the invite
Adjourn	The meeting adjourned at 11:16AM.

Black Homeownership Strike Force

Meeting 10

August 25, 2022

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Today's Agenda

- Call to Order
- Welcome by Co-Chairs
- Process Design Review, Previous Meeting Summaries
- Final Draft 2030 Goal
- Final Draft Recommendations
- Public Comment
- Closing and Evaluation

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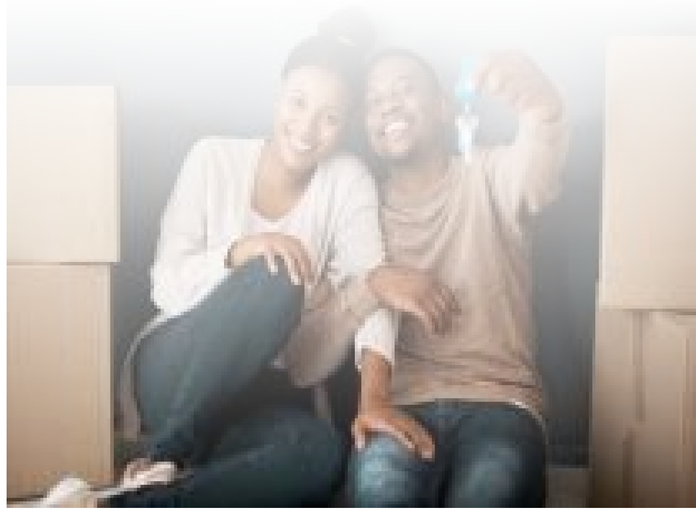
Strike Force Co-Chairs

Director Anita Cozart and Reverend Graylan Hagler

DC Office of Planning

Plymouth Congregational United Church of Christ
& Faith Strategies, LLC



Ground Rules

- Respect the Process
- Be Present and Engaged
- Follow the Facilitators' Directions
- Allow Every Voice to be Heard
- Speak Courteously and Respectfully to Others
- Maintain Zero Tolerance for Any Comment (Verbal or Written) that is Meant to Attack or Intimidate Another Person, or is Obscene

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Process Design: Public Meeting Regulations

- All public observers are asked to provide their name in the chat (contact information is optional.)

- Public observers will have 15 minutes set aside at the end of every meeting for commenting in the chat. Observers are asked to hold all comments until the end of the meeting.

- Strike Force meetings will be recorded and are available to the public upon request.

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Process Design: Strike Force Expectations

- The Strike Force will follow a consensus-based decision-making process guided by a facilitation team

- Agendas will be posted two days before the meeting on blackhome.dc.gov

- Follow-up materials will be provided after every meeting; members are expected to review all materials; any comments on materials are expected within two business days of distribution

- Meeting summaries will be disseminated within 48 hours (two business days) of a meeting

Review of the Consensus-Building Process

- Consensus-based decision-making is **one method** for reaching a decisions. There are others, e.g. "50+1", "most votes", "blackball", etc. Consensus-based decision-making processes produce solutions that are **broadly acceptable**. However, no participant is 100% satisfied. However, the decision can be endorsed, supported, and defended by **all group members** - even though the decision is not the “favorite” result of any particular individual. The decision is **actionable**.
- Consensus-based decisions prioritize **"a meeting of the minds"** as the most desired outcome. It also places a higher value on the members of the group **staying in the process** and also helping **implement the decision**. Consensus based decisions strengthen groups and often i**ncreases the influence** of their decisions, recommendations, etc.
- Consensus is defined by Merriam-Webster as, first, **general** agreement, and second, **group solidarity** of belief or sentiment. It has its origin in the Latin word cōnsēnsus agreement, which is from cōnsentiō meaning, literally, to feel together. It is used to describe both **the decision** and **the process** of reaching a decision.
- Consensus decision-making is thus concerned with the process of **deliberating** and finalizing a decision, as well as the **social and political effects** of using that decision-making process.

Strike Force August 18th Meeting Summary

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What is the Strike Force's Charge?

- **Create a goal for increasing the number of Black homeowners in DC by 2030.**

- **Develop <u>recommendations</u> on how to address problems in financing homeownership, increasing the supply of homes and preserving homeownership.**

- **Provide recommendations for uses of a $10 million Black Homeownership Fund proposed in Mayor Bowser's Fair Shot budget.**

Final Draft Goal

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Final Draft Goal

20,000 net new Black homeowners by 2030.

Strategy to increase homeownership		Total over 7 years	Recommended strategy to meet 20,000 net new Black homeowners by 2030
Existing Market	~1,450 Black buyers/year (some repeat DC buyers and/or Black sellers)	10,150	Online comprehensive District homeownership platform for District residents
	~368 HPAP borrowers per year	2,580	Increase the effectiveness of all homeownership programs (ie. HPAP, EHAP, DC Open Doors, etc.) to effectively participate with the market

Strategy to increase homeownership		Total over 7 years	Recommended strategy to meet 20,000 net new Black homeowners by 2030
New Supply	New production		Leverage the $10 million Black Homeownership Fund to create a public-private fund (i.e., Homeownership Production Trust Fund).
	Known new production projects over the next 7 years	2,170	The District should provide equity with lower returns to support developers to acquire, renovate, build and re-sell homes to owner-occupant homebuyers.
	Probable production of new homeownership units	1,960	The District should The District should incentivize for new construction and renovation of single family residential by or for sale to owner occupants
	Single Family (Condo conversions)	1,540	Partner with mission driven investors including Community Development Financial Institutions (CDFIs), Environmental, Social and Governance (ESG), or for-profit and nonprofit homebuilders, to acquire homes at their fair market value and rehabilitate or create new homeownership units.
	Vacant properties and lots (OTR) -applying 20% for Black households	1,180	Redevelop District owned/acquired properties to provide homeownership units that meet a mixed income requirement .

Strategy to increase homeownership		Total over 7 years	Recommended strategy to meet 20,000 net new Black homeowners by 2030
Prevent Loss	Average tax sales for Black households (applying 37%)	4,403	Estate planning resources and financial incentives such as tax savings, reduced transfer fees, or a bridge loan to owner occupant homebuyers to support interfamily (or to owner-occupant homebuyers) transfers/sales of property.
	Average number of foreclosures for Black households (applying 37%)	4,368	Program to help with hardship in paying mortgage and related fees
	Senior black households total today	20,000	Harassment prevention legislation
	~100 families helped through repair programs per year.	700	Expand the Single-Family Residential Rehabilitation Program to fund additional types of repairs and consider how to reduce barriers to program participation for owner occupants of condos and co-ops.

Final Draft Recommendations

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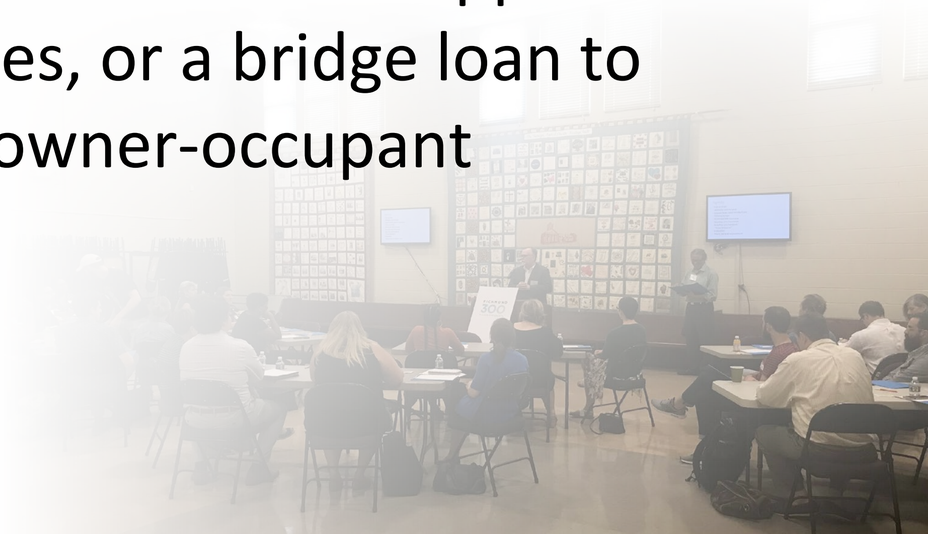
Recommendation 1:

To assist senior Black homeowners to pass their properties to family members or other homebuyers to occupy the homes, the BHSF recommends:

- The District should provide estate planning resources and legal services to assist with the transfer of ownership to homeowners and heirs. Additional financial incentives should be considered to support the transfers such as tax savings, reduced transfer fees, or a bridge loan to Black homeowners to support interfamily (or to owner-occupant homebuyers) transfers/sales of property.



Recommendation 2:

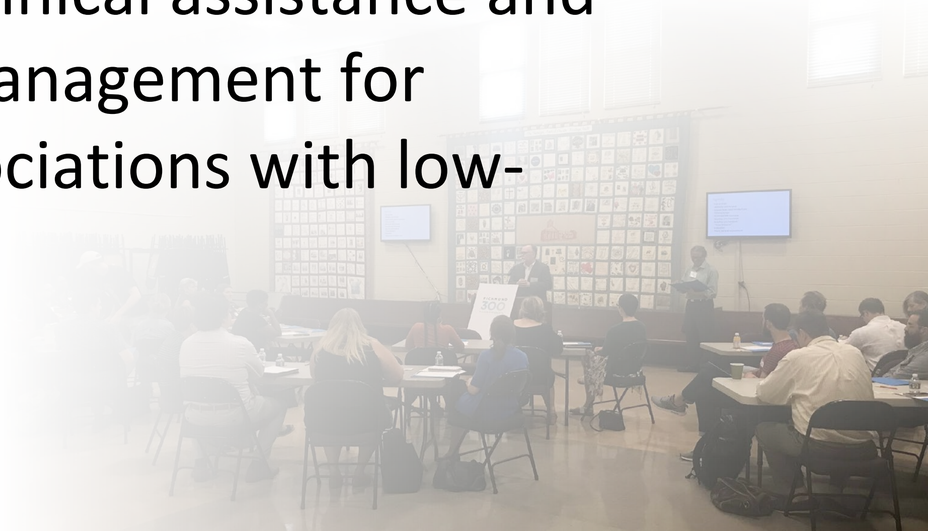
To protect homeowners from harassment, BHSF recommends:

- The District should pass legislation to protect homeowners from unwanted solicitation regarding the sale or potential purchase of their homes, including requirements for homeowners to opt-in for such solicitation. The District should clarify that investor and wholesale purchasers are subject to the District's consumer protection laws, require registration of investors and wholesale purchasers to do business in the District and impose penalties for non-compliance.

Recommendation 3:

To support Black homeowners who are severely burdened by housing costs to remain in their homes, the BHSF recommends:

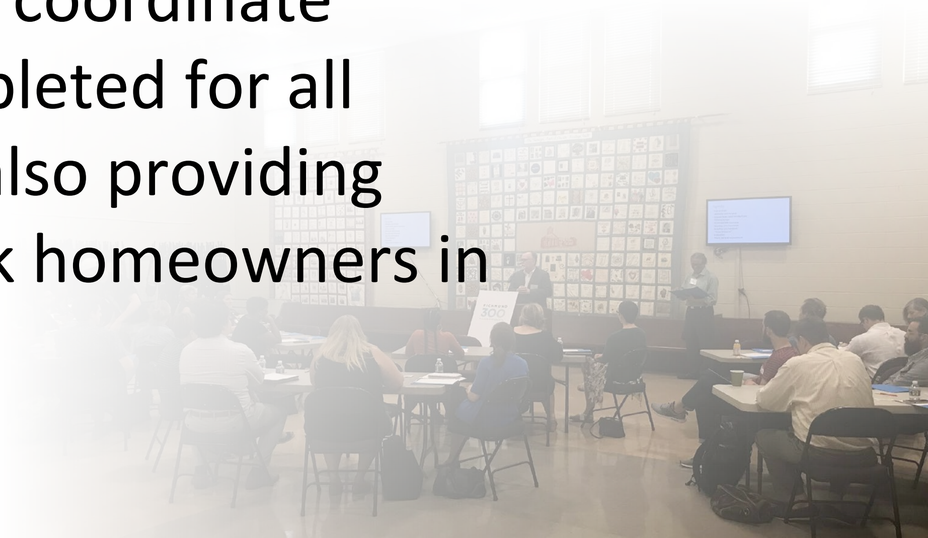
- The District should create a program that aids Black homeowners who have experienced and are at risk of foreclosure due to their inability to pay their mortgage and related housing fees. This program should build on the same requirements and guidelines currently established by DHCD for the Homeowner Assistance Fund and add technical assistance and training as well as financial incentives for good management for condominium associations and homeowners associations with low-income residents.



Recommendation 4:

To provide resources to Black families struggling to make home repairs, the BHSF recommends:

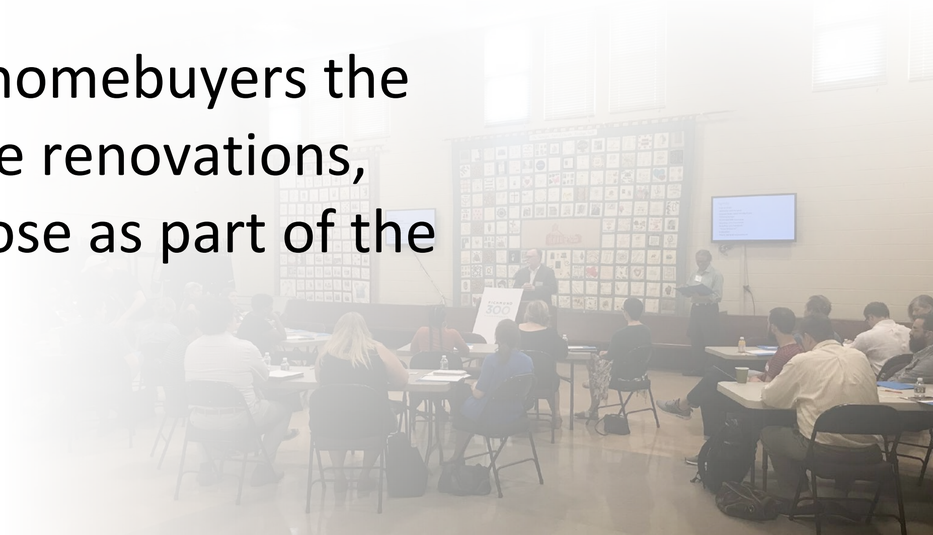
- The District should convene all relevant DC government agencies including the Dept. of Housing and Community Development (DHCD), the Dept. of Energy and the Environment (DOEE), and the Dept. of Aging and Community Living (DACL), and nonprofits that provide home improvement/accessibility work to coordinate program offerings, ensure major repairs are completed for all homeowners including coops and condos, while also providing financial support and technical assistance to Black homeowners in rehabilitating their homes.



Recommendation 5:

To discourage conversion of older housing stock into housing that is unaffordable for Black homebuyers and to ensure quality housing rehabilitation, the BHSF recommends:

- The District should incentivize, *through loans or other financial tools,* new construction and renovation of single family residential by or for sale to owner occupants.
    - *Create legislation that reduces impact of housing speculators in the District.*
    - Establish a requirement that investors disclose to homebuyers the scope of work, the permits used and the cost of the renovations, with penalties imposed for sellers who fail to disclose as part of the sale.



Recommendation 6:

To increase the supply of homes for ownership that are affordable to Black homebuyers, the BHSF recommends:

- As District redevelops District owned/acquired properties, the District should provide homeownership units to Black owner occupant homebuyers with a mixed income requirement with an average income restriction of 80% MFI. *Priority may be given to projects that include units at or below 60% MFI.*

Recommendation 7:

To support quicker delivery of affordable homeownership units, the BHSF recommends:

- The District should identify ways to accelerate zoning and permitting for homeownership projects, especially for projects with units affordable at 80% MFI and below, *without compromising the quality of the work*.

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Recommendation 8:

To increase the supply of homes for ownership that are affordable to Black homebuyers, the BHSF recommends:

- The District should leverage the $10 million Black Homeownership Fund to create a public-private fund (i.e., Homeownership Production Trust Fund) where 1/3 of the units are affordable, 1/3 of units are for middle income earners, and 1/3 of units are market rate and sold to Black owner-occupant homebuyers. In addition, the fund would seek to achieve the following:
  - Fund homeownership projects that meet a mixed income requirement with an average income restriction of 80% MFI. Priority may be given to projects that include units at or below 60% MFI.
  - Partner with mission driven investors including Community Development Financial Institutions (CDFIs), Environmental, Social and Governance (ESG), or for-profit and nonprofit homebuilders, to acquire homes at their fair market value and rehabilitate or create new homeownership units.
  - Invest in homeownership projects with a return of the initial investment at lower rates in exchange for affordability at targeted income levels for Black owner-occupants.

Recommendation 9:

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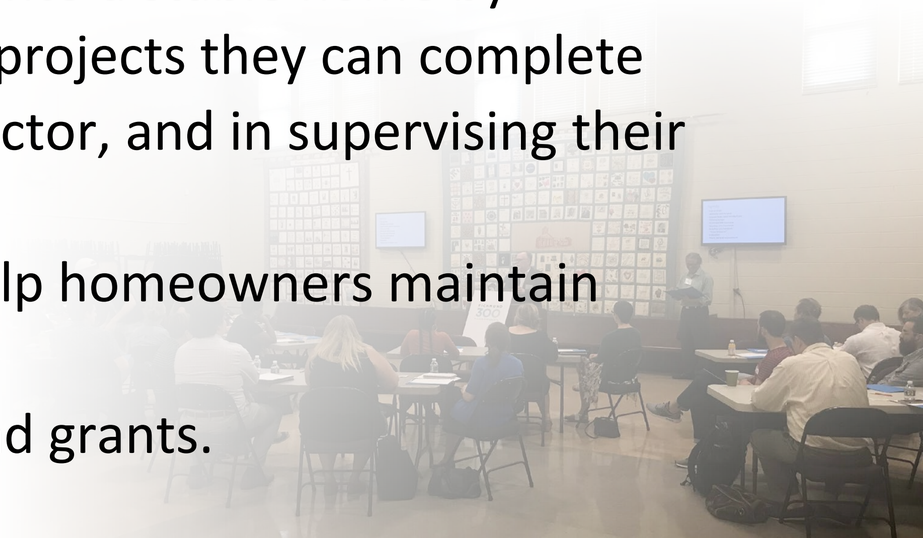
To broaden awareness of programs to support homeownership, the BHSF recommends:

The District should create an online comprehensive District homeownership platform for District residents to achieve the following:

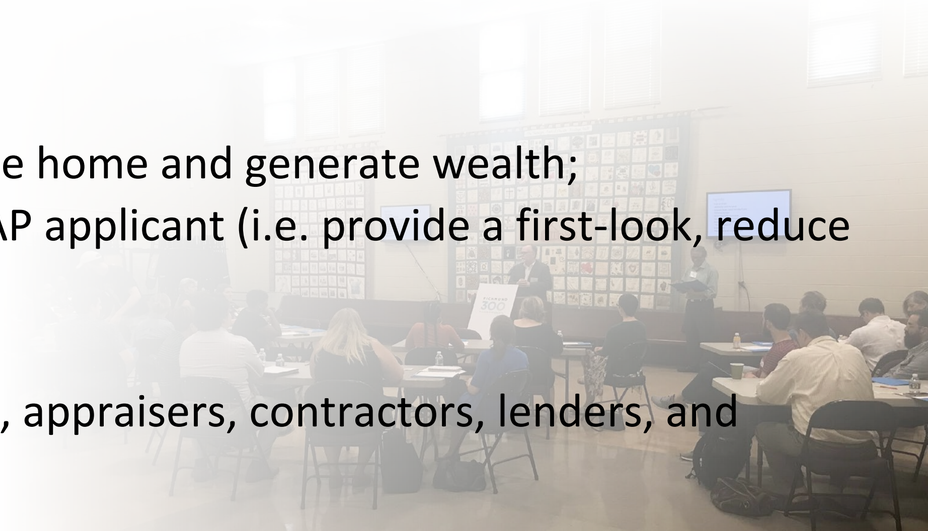
- Highlight financial and housing counseling prior to starting homeownership journey to help potential homeowners prepare financially (i.e. credit repair, addressing student loans, increasing savings, etc.);
- Provide rehabilitation counseling for owner-occupant homebuyers to rehabilitate formerly vacant properties, or homes with a needed repairs, into a stable home by preparing a scope of work, helping families determine which projects they can complete themselves, and assisting families in picking a certified contractor, and in supervising their work with contractors;
- Leverage Front Door programs especially post purchase to help homeowners maintain and stay in their homes; and
- List private and public down payment assistance programs and grants.



Recommendation 10: To increase ability of Black homebuyers using District programs to compete for homes in the current real estate market, the BHSF recommends:

The District should increase the effectiveness of all homeownership programs (ie. HPAP, EHAP, DC Open Doors, etc.) to effectively participate with the market through the following strategies:

- Establish a certified lender (and realtor) pool for HPAP with a preference towards loans that have zero down and zero closing costs;
- Increase HPAP funding to help support the goal of Black homeownership in the District:
- Increase the amount of down payment assistance available to homeowners, and/or where possible to buydown the interest rate;
- Automate the HPAP application process;
- Provide residents with a pre-certification ensuring their ability to proceed with bidding on homes;
- Leverage other private and public down payment assistance and grants, including Special Purpose Credit Programs;
- Streamline underwriting guidelines with federal financing;
- Allow rental payments to be considered for establishing credit;
- Increase income limit to 120% MFI;
- Allow for the purchase of 1-4 units for the purpose of helping owners afford the home and generate wealth;
- Encourage incentives for HPAP recipients interested in selling, to sell to an HPAP applicant (i.e. provide a first-look, reduce fees, etc.);
- Enhance the customer experience; and
- Develop a comprehensive homeownership training program for buyers, sellers, appraisers, contractors, lenders, and realtors.



Public Comment

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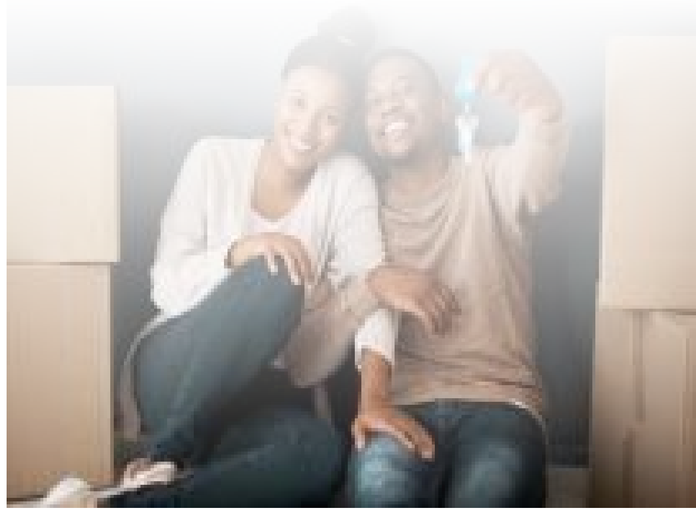

Evaluation

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