

## Black Homeownership Strike Force Meeting

August 4<sup>th</sup>, 2022

10am

Draft Agenda

Public registration link: [https://us06web.zoom.us/webinar/register/WN\\_4Jhcn40uS9Cr3Ch6jq68Qg](https://us06web.zoom.us/webinar/register/WN_4Jhcn40uS9Cr3Ch6jq68Qg)

Time	Topic	Lead
9:30am	<b>Meeting opens for Strike Force members</b>	
10:00am	<b>Call to order</b> Confirm Agenda	<i>Don Edwards, JSA</i>
10:00am	<b>Welcome from Co-Chairs</b>	<i>Reverend Hagler and Director Cozart</i>
10:05am	<b>Process Design &amp; Previous Meeting Review</b>	<i>Don Edwards</i>
10:10am	<b>Discussion on Homeownership Goal</b>	<i>Don Edwards</i>
10:35am	<b>Discussion on Black Homeownership Fund</b>	<i>Don Edwards</i>
11:05am	<b>Community Engagement</b>	<i>Tim White, DMPED</i>
11:10am	<b>Public Comment</b>	<i>Don Edwards</i>
11:25am	<b>Closing Comments</b>	<i>Director Cozart and Reverend Hagler</i>
11:30am	<b>Adjourn</b> Next Meeting: Thursday, August 11 <sup>th</sup> , 10am	



**Black Homeownership Strike Force  
Meeting #5 Draft Notes  
Zoom Webinar  
Thursday, August 4<sup>th</sup>, 2022  
10:00AM to 11:30AM**

Strike Force Members Attendees: Sheila Alexander Reid, Sasha Gaye Angus, Dedrick Asante-Muhammad, Harrison Beacher, Rev Thomas Bowen, Ayana Douglas, Sheila Cross Reid, Anita Cozart, Ellis Carr, Drew Hubbard, Graylan Hagler, Amber Hewitt, S Kathryn Allen, Joanne Savage, Chris Donald, Babatunde Oloyede, Anne Ford, Susanne Slater, Havey Yancey

Other Attendees: Will Oliver, Jordan Chafetz, Gentry Alexander, David Selman, Richard Livingstone, LaShawn Douglas, Sophia Maguigad, Wendi Redfern, Jessica Williams, A Siemson, Tosha Skolnik, Sophia Marcus, Kevin Chavous, Stacey Lincoln, Tiphonie Jones, Sakina Khan, Michelle Hammonds, Raquel Montenegro, Scott Bruton, Melissa Millar, Kathy Marshall, Charles Lowrey, Sakina Thompson, Pamela Johnson, Danilo Pelletiere, Zein Shukri, Alexis Squire, Kennetta Calloway, Nena Perry-Brown, Walda Yon, Nketiah Berko, Alex Cross, Maria Sims, Lydia La Motta, Crystal Bell-Lundy, Paula Blue, Latoya Payne, K Simmons, Tyris Walker, Jacqueline McKie, Leemah H, Angela Hardiman, Valencia Royce, Greg Billings, Juanita Blassingame, Shonda Salami, Patrice Cruz, Dominique Malone, Sadi Mol, Sheila Monroe, Shushan Israel, Johnette Powell, Nicole Thrower, Andree Entezari, Dianna Duckett, Roger Gordon, Moha Thakur, Melissa Bondi, Monique Larrimore, Anthony Mitchell, Kim Rose, Anthony Lorenzo, Tiffany Lancaster, Michael Poole, Sade Thompson, Latika Wesley, Lori LaRue, Erin Wilson, Valerie Piper, Reshma Holla, Nicholas Weil

Deputy Mayor's Office for Planning and Economic Development (DMPED): 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),

**Next Meeting: Thursday, August 11<sup>th</sup>, @ 10:00AM via Zoom**

<b>Call to Order and Welcome</b>	<ul style="list-style-type: none"><li>• Don Edwards, Justice and Sustainability Associates (JSA), called the meeting to order at 10:00am</li><li>• Anita Cozart welcomed the group and stated she appreciated the work everyone has put in up to this point. At a critical juncture toward thinking about our goal not just in 2030 but even longer term. I appreciate the depth, commitment, curiosity, and contributions that everyone has been making.</li><li>• Rev. Hagler thanked everyone for their participation and how diligent people have been. Warned about buying too much into the language of the industry.</li></ul>
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	<ul style="list-style-type: none"><li>• Don Edwards reiterated that the focus of today's meeting will discuss goal-setting and the questions the mayor has asked us.</li></ul>
<b>Ground Rules</b>	<ul style="list-style-type: none"><li>• Don Edwards (JSA) 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.</li><li>• Don also reiterated expectations around the dissemination of Strike Force materials.</li><li>• Don asked if members had any revisions from the previous meeting summary.</li><li>• He also reiterated the review of the consensus-based decision-making process when it comes to the work of the Strike Force</li></ul>
<b>Strike Force Charge</b>	<ul style="list-style-type: none"><li>• Create a goal for increasing the number of Black Homeowners in DC by 2030</li><li>• Develop recommendations on how to address problems in financing homeownership, increasing the supply of homes and preserving homeownership</li><li>• Provide recommendations for use of a \$10 Million Black Homeownership Fund proposed in Mayor Bower's Fair Shot budget</li></ul>
<b>Goal Setting Discussion</b>	<ul style="list-style-type: none"><li>• Don stated that from his sense, the group has pushed beyond break even as a floor. The question is how high we want our ceiling to be? The 3x30 goal, or parity are options. Thinking not only to 2030 but beyond, on longer time horizons. I want to hear Strike Force members thinking:</li><li>• C: The money will be the primary obstacle in our goal, developers have their costs, still lean towards parity.</li><li>• C: Very interested in having both a 2030 goal and a 2040 goal. The 2040 goal says that we are serious, know this is going to take time. It pairs commitment with ambition. Makes sense to me to set a goal that is reasonable within that our original timeframe as well as a longer one. I think we might need a year or two to really implement these recommendations. 3x40 as a possible goal that is both aspirational and realistic.</li><li>• C: Would set a goal higher than parity, for 2030, around 20,000 and then for 2040 set a number of around 30,000.</li><li>• C: Thinking about how we get this work done. If every year we can get another 200 units out of HPAP, that puts us at 1400 units over 7 years. As we tease out a final number, what are the incremental contributions that will help us reach our final numbers.</li><li>• Don: What would be a recommendation that you could support?</li></ul>



- C: I would start with parity, we have our baseline and some aspirational ideas, where do we meet in the middle? Going to all the stakeholders involved in this process and taking stock of what they bring to the table.
- C: Parity as the floor, 3x30 as the ceiling. Good to have both the 2030 and 2040 perspectives but not to lose sight of the original charge. What do the numbers support?
- C: Does the 2019 White homeownership data as a base skew our numbers? I would think the projections should be based upon more realistic estimates.
- Don: These questions about the 2019 baseline have been raised before. Is the parity number for you supportable?
  - C: Rather than parity I would be shooting above it. Strive for something higher. (Parity plus)
- C: To help ground us, \$10 Million is not a lot of money, obviously need to leverage additional financing to get us to a bigger goal number, 18,000-19,000 by 2030 is highly aspirational when you think about what it's going to take. I also like the idea of the 2040 horizon. 30,000 by 2040 I could support.
- C: Would be interested to hear from the real estate panelists. I am really concerned about the loss happening in DC.
- C: This can't be only about affordable homeownership opportunities. Need to make more efficient and robust are affordable options but also those above-the-line programs to get others the assistance they need. Still at parity or parity plus when thinking about accounting for the net loss currently. 20,000 Black homeowners would be huge.
- Q: How do we define the middle income?
  - A: Depending on source between 80-120% of the AMI.
- Don: Does parity plus for you translate into 18,000 or 19,000?
  - C: Like the 20,000 number.
- C: Happy to support Harrison's 20,000 goal. Using that benchmark, 2857 net new units would be needed from my quick math. We already have data showing that 1,400 net new units happen every year, which then leads to 1457 per year, around double. Once we know what that number is we know we can't just talk to one developer, we need to talk to 3 or 4.
- C: When I bought my first house I did use EHAP, it is a tremendous tool. As we talk about the marketing aspects it important, we hit those middle-line folks.
- Don: Amber and Ellis I see your support of Harrison's recommendation.
- C: 20,000, just above parity for 2030 and 30,000 for 2040.



- C: Pleased when Chair Cozart mentioned having two goals. Always viewed that we should aim big. Tasked to stop the bleeding going on right now. Having said that I am for the Harrison recommendation.
- Joanne: Like making sure our recommendations support that 10.48.
- C: The numbers leave me cold, don't think we've built the vehicle to reach these programs.
- Don: Do have to make sure we have all the programmatic pieces in place to make the goal workable.
- C: Think we should start high and work backwards. Changing some of the systems is imperative. The missing middle is also key.
- C: Like the parity plus idea. Have to do the work to get to the numbers and make sure they are attainable. Also, careful not to miss the fact we have to stop the bleeding as well.
- C: Just want to clarify that we are working with new Black homeowners, not just units.
- C: Really talking about 100 million a year in funding needed if we are serious about reaching this goal. Is that a realistic ask? Going back to Mayor Bowser's first term she has really done work to improve the HPTF. This is one of the Mayor's top priorities, it is realistic, and it is something we should do.
- C: Net outflow vs net new units are two different conversations. Keeping folks in the district vs creating new homeowners.
- C: Not just government sources, think about private banks and other entities. Strong investment from both government and non-government sectors.
- C: Keep coming back to this idea of leveraging dollars. What if we ask all the lenders operating in DC to put together a fund that backs home owner loans? If the lender has a stop-gap that could go a long way.
- C: Like Kathryn's recommendation, know many banks made pledges in the wake of George Floyd protests. Maybe some of the money can be put here.
- C Appreciate where the conversation has gone as we think through implementation. Also, highlight the point of making an effective plan to reach our goal.
- Ana: Keep coming back to the big asks around maybe 'tripling' the work that we all do. From realtors to developers to lenders. All of us will have to do a great deal more. Together we can celebrate in 10 years the goals that are achieved.
- C: One issue in the parity goal that I think is important. Looking at 18,000 new net Black homeowners compared to an existing rate of white homeownership. Do we want a number or a rate?



	<ul style="list-style-type: none"><li>• C: Agree, using the 2019 number is fine to get to a static number. The impact of 20,000 potential net new Black homeowners is what we should focus on.</li><li>• C: Seems like the majority of HPAP folks are women head of household. Sounds like a constituency we can serve. Now we are losing a lot of people to Prince George's County due to them having more space at affordable rates. Pushing lenders towards 0 Down and no closing. Really maximizing our money. NACA has worked on programs like this for years.</li><li>• C: Recommend using the number not the rate in the final recommendation.</li><li>• C: Want to flag the issue of repairs. Certainly, it drives folks to sell or go into a reverse mortgage. It also has an effect of the type of homes coming on the market. If a home is in serious disrepair, it may be more likely to be snapped up by an institutional investor.</li></ul>
<b>Community Engagement</b>	<p>Tim White of DMPED updated on the group on Community Engagement</p> <ul style="list-style-type: none"><li>• Had over 1000 responses from the community engagement survey</li><li>• The virtual town hall takes place this coming Tuesday at 4:00pm looking forward to the Strike Force members who we've asked to serve on a panel and participate</li></ul>
<b>Public Comment</b>	<ul style="list-style-type: none"><li>• Roger Gordon: If our goal is to help Black families lift themselves up by achieving and maintaining homeownership, then we need to make sure their wealth stays in the family. In the District, we estimate that there are 2,600 single Black seniors in their eighties or nineties who own homes that are collectively worth \$1.25 billion. My company, SafetyDeed, can help protect that wealth against losses caused by fraud, diminished capacity, or inexperience. We are not a guardian, a trustee, or a title monitoring service. We look forward to explaining more if there is interest. <a href="https://www.safetydeed.com">SafetyDeed.com</a></li><li>• Gregory Billings: I'm Gregory Billings who is a single male first time homebuyer who is looking to buy a home in DC or Oxon Hill/PG County. Any programs targeted at me?</li><li>• Melissa Miller: As the Strike Force continues to think through policies, programs, and funding mechanisms, just want you all to continue to consider limited equity co-ops/Tenant Opportunity to Purchase and dedicated funding for First right to Purchase Programs.</li><li>• Anthony Lorenzo Green: How does the taskforce plan to tackle the issue of reverse mortgages and how devastating they have been for Black families in</li></ul>



	<p>DC? How will you assist seniors in reverse mortgages keep their homes in the families? Many didn't understand what they were signing up for years ago.</p>
<b>Closing Words</b>	<ul style="list-style-type: none"><li>• Anita thanked the group for their contributions to the work. Excited about the ways we are getting to a shared perspective on our goal. Looking forward to final clarity of these baseline numbers.</li><li>• Rev Hagler thanked Don for pointing out the historic nature of this work. It is only historic if we push the envelope. Have to push government and every other program to be the innovative solutions for DC.</li></ul>
<b>Meeting Chat</b>	<ul style="list-style-type: none"><li>• Isn't it 8 years?</li><li>• assumes time remaining after bureaucratic start up</li><li>• Roll off meaning pass away?</li><li>• The housing production number can be increased with changes in policies of the Housing Production Trust Fund.</li><li>• Aren't most of the homes being bought by Blacks affordable?</li><li>• Wasn't the number between 2010 to 2020 about 500 a year loss.</li><li>• So, to get 2600 plus we need 3100 a year (making up for 500 loss).</li><li>• I believe nationally about 50% of Black home buyers are new homeowners. Do we believe this is similar in Washington DC?</li><li>• 2600 I thought it was net new so took the loss into account??</li><li>• S Kathryn, would you chat your recommendation that's between parity and 3by30? Just trying to follow the conversation.</li><li>• I believe she said approx. 23,000</li><li>• 21, 153</li><li>• Basically, do average between 3x30 and parity. that goal would then be 23,153. Then divide that by 7 years= 3300 per year net new. Then factor in 1400 are happening every year anyway gets you to 1900.</li><li>• Or everyone wants to make money by buying affordable units and renting them out...</li><li>• What would the number of households be if we tied it to the percentage of Black residents in the district?</li><li>• I agree Drew. We need a separate fund from HPTF for production</li><li>• I agree with Drew that a devoted Trust Fund would be ideal.</li><li>• I also concur with Drew who is most familiar with the intricacies of the HPTF. This is a great suggestion of a separate home ownership production fund.</li></ul>



	<ul style="list-style-type: none"><li>• Big fan of creating a new fund/vehicle that is focused on specifically creating ownership units, seems like this could also be a great vehicle to syndicate and get new sources of big bank and institutional money involved.</li><li>• Circling back to the public comment last week from the speaker who was fighting a Medicaid lien on her home, I want to provide a few resources: DC residents age 60+ can call the Legal Counsel for the Elderly hotline at 202-434-2120. If under 60, we suggest trying Tzedek DC at (202) 274-7386 or The Legal Aid Society at 202-628-1161. To be clear, those are potential resources for any individual seeking legal advice or assistance.</li><li>• I am trying to gather more info on the impact of Medicaid recovery and may try to bring more info to the Preservation working group. I will say, my office reports that some of our clients actually decline health care services to avoid the possibility of recovery against the home that they desire to pass on.</li></ul>
<b>Adjourn</b>	The meeting adjourned at 11:50AM.



# Black Homeownership Strike Force

Meeting 6

*August 4, 2022*



JUSTICE & SUSTAINABILITY  
ASSOCIATES





## Today's Agenda

- Call to Order
- Welcome by Co-Chairs
- Process Design Review, Previous Meeting Summaries
- Goal-Setting
- Community Engagement
- Public Comment
- Closing and Evaluation



# 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





# 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.



# 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](https://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





# Strike Force July 28<sup>th</sup> Meeting Summary



# What is the Strike Force's Charge?

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



# Goal Setting





# What would it take: potential benchmarks

**“3x30” => 27,669 net new Black homeowner households**

- Based on [Black Homeownership Collaborative](#) goal of 3 million net new Black homeowners across the U.S. by 2030, based on [Urban analysis and methodology](#).
- Share of the national goal proportionally allocated to Washington, DC.

**Parity => 18,638 net new Black homeowner households**

- Reaching 2019 white homeownership rate in the District.

**10% more by 2030 => 12,318 net new Black homeowner households**

- Represents a 10 percentage point increase in Black homeownership rate over 2019.

**Break even => 5,000 net new Black homeowner households**

- DC had a loss of 5,042 Black homeowners 2010-2020



# Discussion





# Community Engagement





# Discussion





# Public Comment





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# Evaluation

