

**MONTHLY AGENDA
NONPROFIT HOUSING ROUNDTABLE OF CENTRAL FLORIDA
Wednesday, June 25, 2003 @ 8:30 A.M.**

PLEASE NOTE NEW MEETING LOCATION

MISSION: To increase the supply of decent affordable housing provided by nonprofit organizations to low and very low income families through coordination among non-profits to enhance capabilities, expand funding opportunities, maximize training, and develop new partnerships.

Time (Min)	Agenda Item
8:00-8:30	Networking between members and guests
8:30-8:35	Introduction of members/guests (Katie Porta)
8:35-8:40	Approval of minutes
8:40-9:20	Speaker — Judith Kovisars - Fannie Mae Central Florida Partnership Office
9:20-9:30	Other Items: <ul style="list-style-type: none">Q County/City/HUDQ City of Orlando HAC ReportQ Counseling Collaborative
	New Business: <ul style="list-style-type: none">Q Review correspondence
	Next membership meeting – July 30, 2003
	Adjourn (TOTAL MEETING TIME -- 1 HOUR AND 0 MINUTES)

**The Orlando Realtors Association, 1330 Lee Road, Orlando, FL (407-691-7900)
Located on south side of Lee Road, one mile west of I-4, across from International House of Pancakes**

Future Meeting Schedule for 2003:
August 27, September 24, October 29, November 19, No meeting in December

THE NONPROFIT HOUSING ROUNDTABLE OF CENTRAL FLORIDA -- ACTION PLAN

- Goal 1. To educate the entire community on the role of the nonprofit sector as an important partner in the housing delivery process.
 - a. Communicate housing and nonprofit needs to local area government
 - b. Develop quantifiable goals for the Roundtable to allow for evaluation of this organization's effectiveness.
 - c. Invite guest speakers to speak monthly. Pick out topic relevant to nonprofit housing providers (i.e. management, development, underwriting) and have speaker make 30 minute presentation.
- Goal 2. To pool skills and resources of nonprofit housing producers and housing support agencies
 - a. To use the nonprofit Roundtable to gain organizational and functional strength to achieve our mission by convening regular meetings to share information, and to plan and coordinate activities of the participating nonprofits
 - b. To evaluate and prepare an annual plan that quantifies projects and funding needs of the participating nonprofits and prepare joint funding support request to the various funding entities
 - c. To promote and support emerging nonprofit housing organizations.
- Goal 3. To pursue various partnership opportunities and linkages with for-profit developers and builders.
 - a. Strengthen relationships between nonprofits and private sector
 - b. To become active participants in the Homebuilder's association to cultivate support of for-profit developers and builders and to seek out opportunities for joint-ventures, other business relationships and mentoring.
- Goal 4. To pursue activities that would increase the availability of low cost funds to nonprofits.
 - a. Subscribe to legislative, funding resource. Monitor and report on upcoming funding programs.
 - b. Develop calendar of funding source with contact, deadline and summary information.
- Goal 5. To pursue activities that would encourage governments to provide grants and loans to nonprofits for technical assistance and housing production.

Membership and Invited Guests

MEMBERS

Accessible Alternatives, Inc.
Centaur
Center for Independent Living
Center for Affordable Housing
Central Florida Community Reinvestment Corp
Central Florida Homebuyer Counseling Collaborative
Coalition for the Homeless of Central Florida
Community Housing Partners Corporation
Consumer Credit Counseling Svc of Central FL
Cornerstone
Golden Rule Housing (p)
Grand Avenue Economic CDC
Greater Orlando Legal Services
Greater Orlando Association of Realtors (p)
HANDS
Home and Neighborhood Development Center
Homes in Partnership, Inc.
John Huguenard & Associates
Legal Aid Society
Metropolitan Urban League, Inc.
Orlando Housing Authority
Orlando Neighborhood Improvement Crop (ONIC)
Parramore Heritage Renovation Foundation (p)
RAIN Foundation, The
Quest
Restore Orlando
Salvation Army
Seminole County SHIP Program
Seniors First (p)
South Lake Community Foundation
St. Margaret Mary Church
Sunshine State Affordable Housing
University of Florida - Shinberg Center
Wyman Fields Foundation

ADVISORY ORGANIZATIONS

City Of Orlando Office of Housing
East Central Florida Regional Planning Council
Fannie Mae Foundation
Florida Low Income Housing Coalition
Orange Co. Dept. of Community Development
Orange County Housing Finance Authority
Osceola Planning Dept.
Sanford Housing Authority
US Department of HUD
Winter Park Housing Authority

CONTRIBUTORS

America's Preferred Homes
AmSouth Bank
Colonial Bank
Commonwealth Mortgage
Fannie Mae Foundation
Federal Trust Bank
Fugleberg Koch Architects
Keystone Challenge Fund
Republic Bank
The Edyth Bush Charitable Foundation
Wachovia Bank
Washington Mutual

INVITED GUESTS

Affordable Housing by Lake
Alco-Rest, Inc.
American Home Funding
American Heritage Mortgage
Anne Frost Real Estate Center
Association of Realtors
Bank of America
Better Image Foundation
Center for Independent Living
Central Florida Homebuilder's Association
CGMS, Inc.
Charlan, Brock & Associates
Colonial Mortgage Company
Commonwealth United Mortgage
Corrine Brown
ERA Preferred Properties
Farmworkers Association
Federal Home Loan Bank
First Union Bank
Florida Low Income Housing Coalition
Graham & Cottrill, P.A.
Huntington Mortgage
Liberty National Bank
Mathis Law Firm
Norwest Mfg.
Orange Blossom Trail Development Board
Orange County - Children's Services
Orange County - Human Services
Orlando Public Housing Authority
Pinnacle Financial Corporation
Real Estate Professionals
Renee Stein
Seminole Chamber of Commerce
SunTrust
The Bank of Winter Park
Thomas Mortgage

**Nonprofit Housing Roundtable
Meeting Minutes from June 25, 2003 Meeting**

Present: Gloria Oliver, V. Cooley, Donna Muniz, Carole Trapani, Kevin O’Rawe, Jill McReynolds, Tim Adams, Rick Soto-Lopez, Bonnie McCoy, Kerwin Mellott, Patricia Golden, Jerrie G. Magruder, Alexis Collins, Stacey Starke, Mary-Stewart Droege, Judith Kovisars, James Spencer, Guru Prasad, Diane Ledford, Fran James, Jerome Berry, and John Hazelroth

Agenda Item 1 – Judith Kovisars (Fannie Mae Foundation)

Judith was on-hand to talk about the wide range of programs which the Fannie Mae Partnership Office of Central Florida offers. The following are excerpts from her talk.

- The partnership office service area has been greatly expanded and it runs coast to coast, covering from Manatee through Brevard and Volusia Counties. A new partnership office was recently added in North Florida out of Tallahassee. The local partnership office staff still remains at three.
- Judith indicated that there have been some major changes at the Fannie Mae Foundation. Fred Wacker and Dawn Butler are no longer with the Foundation. Currently, the Foundation is being overseen by staff out of Washington. Judith does not know when a new southeastern contact will be in place.
- Judith did indicate that they have been working hard with nonprofits. Most recently, the Neighborhood Housing Service office out of Clearwater was one of the Maxwell Grant winners.
- Judith mentioned that Fannie Mae now has Home Counselor Online. Home Counselor Online is Fannie Mae’s **FREE**, easy-to-use software tool that enables counselors to increase their business productivity while managing their counseling functions – **faster and more effectively!** This web-based, no-cost application is accessible *24 hours a day from any location on any computer* via the Internet and puts a full range of homeownership counseling functions at your fingertips. With Home Counselor Online, counselors are empowered to enhance their level of service while helping more clients prepare for homeownership. Several nonprofits have signed up for training, which Fannie Mae will provide. For more information, call Carol Johanson at 407-487-5900.
- Judith mentioned the American Community Fund. Phil Weber oversees this effort. The fund provides predevelopment loan proceeds for small developments in which Fannie Mae is a participant. They do not provide any proceeds for land acquisition. Lines of credit are orchestrated with several banks, two of which are Colonial Bank and AmSouth Bank. In addition, the fund provides a line of credit to governmental entities. Governmental entities often use the line of credit to smooth out pay requisitions on government projects. For example, the City of Tampa used this line of credit in conjunction with a Hope VI grant. The City did not have to pledge its full faith for the loan but only liquid collateral in the amount of 20 percent of the proceeds, in addition to the income stream from the grant. The loan is 140 points over LIBOR, which currently is approximately 3 percent.
- Fannie Mae has also been an active participant in local loan consortiums. This participation has been through their CDFI Investment Program. They’re currently lending to consortiums

at a rate of 60-120 points over LIBOR.

- Judith mentioned two interesting pilot programs which should be rolled out late this year or early next. The first one is called Home Keeper. This program will allow home owners to obtain insurance for major maintenance on their homes at an approximate cost of \$40 per month. Judith anticipates that a separate company will be responsible for overseeing this. For a small amount of money, homeowners will be able to receive a financial safety net to help with home repairs as they are needed. The second program is called Mortgage Manager. This program will allow homeowners to delay making their mortgage payments over a six-month period. Homeowners will be allowed to do this 3-6 times during the life of the loan and will be tied to things like job loss, divorce, illness, etc.
- Fannie Mae will be an active participant in a workshop on July 2nd, along with the Florida Association of Realtors. The topic will be Employee Assisted Housing. All those interested can call the Fannie Mae office at 407-487-5900.

Agenda Item 2 – Other Information

- Orange County is currently reviewing a Request for Proposal in the amount of \$2.5 million. This grant will be used to renovate multi-family properties and will be weighted toward elderly and disabled populations. County staff anticipates that the Request for Proposal will be out sometime in July.
- The City of Orlando has witnessed extensive staff changes recently. The Housing and Community Development has been elevated to a department status and Lelia Allen will be its Director. Only one person from this department was laid off. Staff was unsure exactly how the department will change in terms of its revised status and they will keep the Roundtable posted.
- Seminole County still has down payment money available. In addition, sometime this summer, the County will be issuing a Request for Proposal for single family renovation. Currently Meals on Wheels has the contract and the County is soliciting other organizations to do this work, in addition to Meals on Wheels.
- The Homebuyer Counseling Collaborative staff was on-hand and indicated that the recent fair was great success. Over 1,100 people attended the fair and good feedback was obtained. The next step is the Collaborative will work with the 1,100 person mailing list to integrate correspondence and information to these potential home buyers.
- Fran James was on-hand and spoke about the current budget crisis in Tallahassee. Although the trust fund survived during the last budget negotiations, everyone feels that there will be a continued assault on this dedicated revenue stream to terminate it. Everyone is encouraged to continue to work diligently over the summer to educate the legislatures on the value of this program. Judith suggested some type of a parade of affordable housing
- HUD staff indicated that the Super NOFA is winding down. There is nothing to report, other than HUD now has a web site which is targeted to the Hispanic population and it is called www.espanol.hud.gov.
- Staff from Bayshore Homes was on-hand. They are currently looking to participate in land development deals. They are looking for developers to set aside property in a land trust type

venture. They will be building \$110,000-\$150,000 homes. Interested individuals should contact Tim Adams at 407-816-3636.

- Staff from the Orlando Public Housing Authority was on-hand. They indicated that Carver Court is moving along. The latest is that 207 new units will be developed in a mixed-income community. Groundbreaking is scheduled for August 18th. Staff also indicated that 42 homes in Hampton Park have been sold. A total of 18 homes within the development will be designated as affordable and the Authority is now working with aid-certified families. Price for homes ranges from \$130,000-\$320,000.
- Central Florida HANDS has moved. Their new address is 6900 S. Orange Blossom Trail, Suite 300, Orlando, FL 32809. Their new phone will be 407-447-5686 and their new fax is 407-447-5692.
- The Orlando Housing Authority staff also indicated that they were one of two recipients of the Golden Brick Award, which is quite an honor.
- Rick Soto Lopez, from the City of Winter Park, presented information about LISC (Local Initiative Support Corporation). Rick is spearheading the effort to bring LISC to Central Florida. The following are some of the issues that he and others are now addressing;

Local Initiatives Support Corporation (LISC) is a national nonprofit intermediary founded by the Ford Foundation twenty-two years ago.

This organization now supports local economic development within low-income areas in Pinellas and Hillsborough Counties.

Helping to produce day care centers, single family housing, elderly independent living facilities, multi-family housing, strip centers, call centers, drug rehabilitation centers, medical facilities, health centers, One Stop Centers.

By providing high risk loans, technical assistance and capacity building and by utilizing local private dollars, public dollars, foundation and grant funds

In partnership with grass roots community-based organizations called community development corporations (CDCs) and other similar nonprofit groups as well as the public sector, banks. Chambers and others.

Rick estimates that \$1.2-\$2 million will be needed in local funds to bring this organization to Central Florida. LISC, for their part, will match these dollars with their own internal resources.

This concludes the end of the meeting minutes. The next meeting will be held on Wednesday, July 23rd, 2003 at 8:30 am at The Orlando Realtors Association, 1330 Lee Road, Orlando, FL (407-691-7900), located on south side of Lee Road, one mile west of I-4, across from International House of Pancakes.

GUEST SPEAKER - JULY, 2003

Barbara Conover - Consumer Credit Counseling Service of Central Florida

Barbara Conover will be on hand to discuss the current state of credit counseling for lower income residents. As the economy continues to sputter, counseling programs and assistance grow in importance and relevance. This is a good opportunity to better understand issues and opportunities in this very important area which directly impacts affordable housing.