



**National Minority Affordable
Home Builders Summit**
October 12-13, 2017
Sheraton Sand Key Resort, Florida

National Minority Affordable Home Builders Summit Agenda

www.minorityhomebuilders.org

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National Minority Affordable Home Builders Summit

BUILDING UP MINORITY AFFORDABLE HOUSING DEVELOPERS

Closing The Racial Wealth Gap

Summit Co-Chairs

Diane Bell-McKoy (Associated Black Charities of Maryland)

Al Pina (Chair, Florida Minority Community Reinvestment Coalition)

Primary Goals of Summit

Development of Minority Affordable Housing Developers

(MINORITY LED/FOCUSED NON PROFITS & FOR PROFIT MINORITY BUILDERS)

Leveraging Housing Development Intellectual Bandwidth

Scale of Economies (Decreasing Housing Construction Cost/Increase Profit)

Leveraging Access To Affordable Housing Construction Capital

Development of Minority Led & Focused Non-Profit and Minority For Profit Affordable Housing Developers Using Market Based Models And Practices That Are Not Dependent on Government Funding. This Will Lead To Increased Affordable Housing Construction And Home Values In Predominate Minority Low-Moderate Income Neighborhoods. Minority Housing Developers Account For Less Than 20% Of All Affordable Housing Developers That Target Predominate Minority Low-Moderate Income Neighborhoods. This Has Led To The Exporting Of Affordable Housing Intellectual Bandwidth That Harms The Entire Economy. Minority Nonprofit and For-Profit Housing Developers (and those who wish to become housing developers) Come Together To Leverage Our Opportunities For Capital And Housing Intellectual Bandwidth

Wednesday, October 11:

3pm-5pm - Early Bird Registration

7pm-10pm - Parlor Hospitality Suite Open (Room 835)

Hospitality Suite Open to Summit guests. Free Beverages (Alcohol/Non-Alcohol) and Light Snacks. Get to Know Your Fellow Affordable Home Builders From Across The United States

Thursday, October 12:

There Will Be Audience Q&A In Each Session

7am-3pm Registration

7am-9am Complimentary Continental Breakfast (Registration Lobby)

8:30 am-10:00

CRA (Community Reinvestment Act) Access to Affordable Housing Capital: New Construction Single Family Homes & Rehabs

Moderator: Todd Greene, Federal Reserve Bank of Atlanta

**Special Presentation: Racial Wealth Gap Award Presentation By
Danise Jones-Dorsey (My Brother's Keeper)**

Panelists:

Associated Black Charities of Maryland (**Diane Bell-McKoy**, CEO) Regions Bank(**Jeff Davenport**, Senior VP Applied Market Research – Real Estate Research Manager), Wells Fargo (**Megan Teare**, Sr. VP-Wells Fargo Community Lending & Investments), PNC Bank (**Christopher Rockey**, Market Manager-Greater Maryland Community Development Banking), Union Bank (**Fred Mendez**, Managing Director-Community, Environmental and Government Affairs for the Americas Mitsubishi UFJ Financial Group), M&T Bank (**Chuck Martin**, VP-Regional Community Reinvestment Officer), Office of the Comptroller of the Currency (**Lisa Mifflin**, Community Affairs Director OCC), Pinellas County Urban League (**Watson Haynes**, CEO) JD/LLM in Real Property Development/University of Miami School of Law (**Christian Arango**, Graduate) Better Family Life of St. Louis (Milik Ahmed, CEO), TentMakers, Richmond CA (**Joe Serrano**, CEO) Family Resources of New Orleans (Paula Pete, Director) National Hispanic Construction Association (**Jorge Perez**, Chicago Chapter)

Roundtable Starts With Presentation on Racial Wealth Gap

Household wealth is driven by home equity. The rising racial wealth gap is a result of the lack of minority home equity. There is a national shortage of quality affordable housing that is impacting the rising racial wealth gap that is driven by home equity. While banks are increasing their outreach efforts for home lending to minority home buyers, minorities still account for less than 10% of their home lending on average. This lack of minority home lending is due to lack of quality affordable housing inventory that is driven by the lack of minority led and focused nonprofit (and for profit) home builders. Construction capital is the fuel to building affordable housing yet there is a lack of access to construction capital for minority home builders. This roundtable brings in banks, regulators and affordable housing nonprofits to discuss the current and future of affordable housing access and how to create increased access to construction capital to minority affordable home builders to meet the demand for high quality affordable housing

Thursday, October 12:

10:15-11:50

**Developing Legal Structures and Contracts That Protect The Organizations
Construction Process & Assets**

Panelist:

The Trent Cotney Law Construction Group

Construction Focused Attorneys: Trent Cotney, Daniel Auerbach, David Keel,
Roscoe Green

It is critical for affordable housing developers to create and maintain legal structures that protect their businesses, as well as their assets and finances, in order to safeguard their continued financial viability. This course is designed to provide affordable housing developers with an overview of such legal structures and components. Namely, the seminar will focus on pertinent construction contract provisions that developers should include in their contracts, means and methods of securing assets and finances, and ideas for limiting legal exposure to such issues as: proper payment issues, employment claims, OSHA violations, project delays, and permitting and code issues. The seminar will also provide insight on how housing developers can best maintain such legal structures to ensure a timely completed and superior product.

Trent Cotney, P.A. is a national construction law firm currently with seven offices located throughout Florida, Nashville, Tennessee and Mobile, Alabama with its main office in Tampa, Florida. Specializing in the representation of businesses and professionals in construction disputes and transactions, Trent Cotney is a well-known advisor and legal counsel for the construction industry. The firm's practice areas include construction law, litigation, arbitration, contract review, immigration, employment, contract drafting, OSHA defense, licensing defense, bid protests, lien law, bond law and alternative dispute resolution.

Thursday, October 12:

12:00-1:30

The Racial Wealth Gap Awards Luncheon

(No Charge To Summit Attendees-Contact Summit For Donated Tables or Seats)

Contact Summit Manager Todd Smith: ImManagement1@msn.com

Welcome:

Watson Haynes (CEO, Urban League of Pinellas County)

EMCEES:

Diane Bell McKoy (CEO, Associated Black Charities of Maryland)

Joe Coto (Past California Assembly member and Chair CA Latino Caucus)

Co Key Note Speakers:

Damon Lester (President, National Association of Minority Automotive Dealers-NAMAD)

Megan Moore (Assistant to the Director, Federal Housing Finance Agency-FHFA)

A recent Federal Reserve Bank study showed Los Angeles household wealth for whites at \$255,000 compared to Blacks (\$4,000) and Mexicans (\$3,500) that is reflective of most U.S. cities. Household wealth is driven by home and small business equity. The Racial Wealth Gap Awards luncheon will honor leaders who have had an impact on addressing the racial wealth gap that negatively impacts the entire U.S. economy.

Closing The Racial Wealth Gap Champion Awardees:

Joe Serrano-Tent Makers CDC (Richmond, CA)

Tyler Smith-Wells Fargo, National Director REO & CUSP Program

General Motors Company (GM)

Peter Fontanes-National Hispanic Construction Association (New York, NY)

Jay Rosario-National Association of Minority Automobile Dealers, Vice Chair
(Orlando, FL)

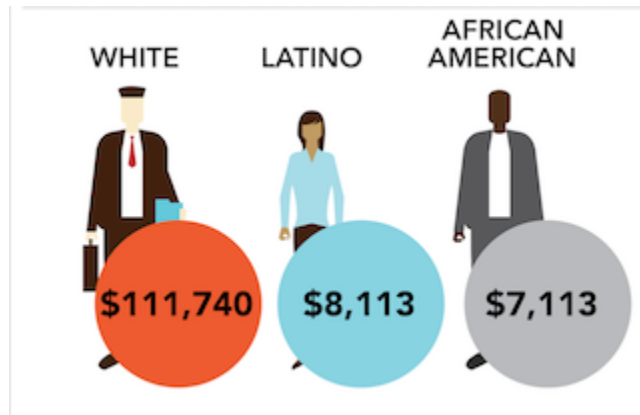
NAREB-2 Million New Black Home Owners Program

Chris Rockey-PNC Community Development Market Manager (Maryland)

Pittsburg Housing Development Association Inc. (Pittsburg, PA)

Malik Ahmed-Better Family Life CDC (St. Louis, MI)

The Racial Wealth Gap:



U.S. Household Wealth is Made Up Of:

(Professor Edward Wolff, Department of Economics-New York University)

- Home Equity: 32%**
- Small Business Equity: 18%**
- Pension Accounts: 15%**
- Other Real Estate: 12%**
- Stocks: 11%**
- Liquid Assets: 6%**
- All Others: 6%**

Thursday, October 12:

1:45pm - 3:15pm

Profitable Foreclosure Affordable Housing Opportunities with FHFA (FannieMae and FreddieMac), National Community Stabilization Trust (NCST) and Wells Fargo Foreclosure Property Program

Moderator: Joe Coto, Past California State Assembly 23rd District Member/Past Chair California Latino Legislative Caucus

Panelist:

Megan Moore, (Assistant to the Director Federal Housing Finance Agency FHFA) **Racquel Reddie** (Florida Manager, NCST), **Eric J. Will** (Sr. Director REO Operations-FreddieMac), **Carol Winters-Laslo** (FannieMae, Director of Community Lending) **Tyler Smith** (National Director, Wells Fargo REO Department & CUSP Program)

This workshop will provide attendees an opportunity to meet key executives such as the Assistant to the Director of the FHFA who regulate both FannieMae and FreddieMac, the head of FannieMae community development (FannieMae has a majority of foreclosures and has **First Look** program), the Director of FreddieMac Foreclosure program (with a **First Look** Program), National Community Stabilization Trust representative that has provided tens of thousands of affordable housing developers **FIRST LOOK** access to profitable housing opportunities and the national Director of Wells Fargo REO and CUSP (Community and Urban Stabilization Program) that has donated over 9,000 properties to nonprofits.

The ability for an affordable housing developer to have **FIRST LOOK** access to foreclosed properties provides that developer an opportunity to develop a comprehensive profitable affordable housing development program. These **FIRST LOOK** industry experts will provide you information on how to access these foreclosed properties

This **FIRST LOOK** combined with the **Access to Capital** banks attending the Summit will provide your affordable housing program the opportunity to develop both profit and increased access to affordable housing for buyers in your respective cities.

Thursday, October 12:

3:30pm - 5:00pm

Model Minority Affordable Housing Programs That Focus on Development of Minority Led & Focused Affordable Housing Developers:

Baltimore and St. Petersburg Lead the Way

Moderators: **Diane Bell McKoy** (CEO, Associated Black Charities of Maryland)
Karl Nurse (Councilmember, City of St. Petersburg)

Panelist:

Baltimore African American Home Builders Cooperative, Baltimore Community Lending, **Katherine Carter** of the National Community Stabilization Trust, City of St. Petersburg, **Chris Rockey** (PNC Bank, Market Manager, Greater Maryland Community Development Banking), **Monica Mitchell** (Vice President, Community Development Officer Maryland & Greater Washington DC Regions)

City of Baltimore:

Baltimore African American leaders come together to form the Baltimore African American Home Builders Cooperative that unites both African American nonprofits and for profit home builders to allow them to cooperatively leverage their building, purchasing and intellectual bandwidth that will lead to the increased number of African American affordable home builders in the Baltimore region that will result in increased African American home ownership and household wealth that positively impacts the rising racial wealth gap. The Cooperative created a formal partnership with Baltimore Community Lending CDFI (BCL) to develop and launch the Baltimore African American Home Equity Development Fund that provides construction capital to targeted zip codes while providing a structured lending program that targets development of market based (profit oriented) affordable home builder skill sets for both the nonprofit and for profit affordable home builders.

City of St. Petersburg:

A city of St. Petersburg councilmember and the Neighborhood Affairs Coordinator bring together nonprofit affordable home builders to launch the City of St. Pete Affordable Home Builders Coalition. The primary mission of the Coalition is to target ground up housing development in a predominate African American low moderate income area that will lead to increased home values that increased racial household wealth that results in increased social, economic and political power. The city of St. Petersburg provides the Coalition members with: 1) “first look” purchasing opportunities with the hundreds of in fill lot opportunities in the target development area, 2) an online dedicated portal for Coalition members to target lot acquisitions and coordinate the build out of cluster of homes to maximize the opportunity to increase home values, 3) development of “model” homes that will allow for the nonprofit home builders to obtain ground up building permits in days as compared to months with current cities

Thursday, October 12:

5:00pm – 7:00pm Poolside Reception

Hosted by M&T Bank and Baltimore African American Home Builders Cooperative

7pm-10pm Parlor Hospitality Suite Open (Room 835)

Hospitality suite open to Summit guests. Free Beverages (Alcohol/Non Alcohol) and Light Snacks. Get to Know Your Fellow Affordable Home Builders From Across The United States

Friday, October 13:

7am-9am Registration

7am-9am Complimentary Breakfast Bar (Registration Lobby)

9:00am-10:00am

Update from U.S. Senator Bill Nelson's Office:

Legislative Policy aide (Treon Glenn) for Senator Bill Nelson will be providing an update as well as an overview of current and potential Housing policies for U.S. Senate. Audience will have an opportunity to ask questions and share feedback on the needs of minority affordable home builders and developers.

10:10am – 11:40am

Building A Profitable Affordable Housing Development Program

Panelist: Al Pina (Chair, FMCRC Assets & Hope Housing) Victor Seijas (Avis Builders General Contractor) Alec Valdes (Avis Builders General Contractor-Former Lennar Homes GC), Brokers Title of Tampa, Martinelli & Co. (Certified Public Accountants & Consultants), Richard Coates Architectural Services

FMCRC Assets & Hope (www.assetsandhope.org) using a Market Based Affordable Housing Model, went from \$25,000 in assets to over \$4 million in assets in less than 4 years, over \$2.8 a year in housing sales and increasing home values in predominate minority low and moderate income neighborhoods by over \$235 million dollars. All with no government funding. The priority for this market based affordable housing model is lifting home values in predominate minority neighborhoods that will increase minority home equity levels that increases minority household wealth. The key to a successful market based affordable housing model is capital. The key to access to bank construction lines of credit is profit. This workshop will outline how to position your affordable housing development business for increased access to capital. Increased capital results in increased housing development and your ability to address the widening Racial Wealth Gap

Friday, October 13:

1:00pm-3:00pm

Rebuild Puerto Rico:

HOSTED BY:

**National Puerto Rican Leadership Council & Education Fund
National Hispanic Construction Association
Wesley Chapel Nissan**

REBUILD PUERTO RICO

Puerto Rico Housing Agency Officials Come To **REBUILD PUERTO RICO**
Secretary of Housing for Puerto Rico, Secretary Gil Ensenat
Comes To **REBUILD PUERTO RICO** in Person or Via Live Video Cast:
State of Puerto Rico Housing & What Puerto Rico Needs To Rebuild Housing

Puerto Rico Housing Finance Agency Executive Director Luis Carlos Fernandez Trinchet Esq. is confirmed to participate in person at **REBUILD PUERTO RICO** to discuss the state of housing in Puerto Rico after Hurricane Maria. Also, the Secretary of Housing for Puerto Rico Gil Ensenat is coming to attend in person or via Live Video link and present at the National Minority Affordable Home Builders Summit workshop **REBUILD PUERTO RICO** (October 13th from 1-4) that will include a press conference at 3pm.

Secretary Fernando Gil Ensenat and Director Luis Carlos Fernandez Trinchet Esq. will present the current state of housing in Puerto Rico and what is needed to **REBUILD PUERTO RICO** housing. **REBUILD PUERTO RICO** workshop (agenda below) will include a national data base (via an online internet portal managed by the National Hispanic Construction Association) of **minority owned and operated** general contractors, subcontractors and suppliers who wish to do work in Puerto Rico that will be made available to home owners, businesses and local mayors in Puerto Rico to address the massive shortage of skilled housing workers in Puerto Rico. All companies that are part of this housing data base must agree to

hire local Puerto Rico labor and skilled workers to provide jobs to the local economy.

States President of the National Puerto Rican Leadership Council & Education Fund Carlos Guzman and Co-host **to REBUILD PUERTO RICO** “We welcome Puerto Rico Housing Secretary Ensenat and Director Trinchet to educate the minority affordable housing builders and fellow Latinos’s attending **REBUILD PUERTO RICO** workshop on what is the current state of affairs in Puerto Rico and how we can help rebuild Puerto Rico’s devastated housing. We also call on congress to bring the necessary billions to Puerto Rico so its devastated housing can be rebuilt”

REBUILD PUERTO RICO workshop is part of the National Minority Affordable Home Builders Summit October 12-13 bringing together minority affordable housing developers, financial institutions, housing agency leaders and banking regulators to addressing the national shortage of quality affordable housing and its impact for minority home buyers and communities that is fueling the rise in the racial wealth gap. States Diane Bell-McKoy, Co-Chair of the Summit and CEO of Associated Black Charities of Maryland, “we welcome Secretary Ensenat and Director Trinchet to our Summit and we look forward to engaging solutions towards rebuilding Puerto Rico’s housing. We also wish to let Secretary Ensenat and Director Trinchet know that the African American community stands with Puerto Rico”

Bringing Skilled Construction Workers To Puerto Rico:

The #1 need to rebuild devastated Puerto Rico are skilled construction workers that they lack in thousands. From General Contractors to plumbers, electricians, demo companies to much more...Puerto Rico currently lack in mass, skilled construction workers. The National Hispanic Construction Association joins as host of **REBUILD PUERTO RICO** to help address this critical issue. Puerto Rican Nissan Dealership owner Jay Rosario joins the host committee to head up how to bring access to vehicle transportation for these skilled workers.

States President of the National Hispanic Construction Association and co-host to **REBUILD PUERTO RICO** “Latino constructions workers stand with Puerto Rico and we urge Congress to allocate the necessary funding to rebuild Puerto Rico’s economic infrastructure including housing that is the foundation of every economy

in the world”

Non-Profit Affordable Housing Developers, Builders, General Contractors, Puerto Rico Government Officials, National Construction Associations, Key Banks, Puerto Rican Associations, Construction Material Suppliers come together for a roundtable to discuss how to work together to bring U.S. based affordable housing builders-developers and suppliers to Puerto Rico to help in the **REBUILDING OF PUERTO RICO**. With over 50% of all Puerto Rico housing damaged, it will be critical to import general contractors, sub-contractors, affordable housing builders-developers and suppliers to Puerto Rico. Affordable Housing industry leaders and Puerto Rico officials come together to discuss how to bring affordable housing talent and construction building materials to Puerto Rico.

States Co-host of **REBUILD PUERTO RICO** Puerto Rican Jay Rosario, President of Wesley Chapel Nissan and incoming Vice Chair of the National Association of Minority Automobile Dealers, “As a Puerto Rican, I am proud of Puerto Rico and the 3.5 million Americans on the island of Puerto Rico. We welcome Secretary Ensenat and Director Trinchet to **REBUILD PUERTO RICO** and to inform us how we can help rebuild its housing and support the efforts of the Puerto Rican government in its efforts to rebuild its economic infrastructure”

Friday, October 13:

5pm-9pm Parlor Penthouse Hospitality Suite Open (Room 835)

Hospitality suite open to Summit guests. Free Beverages (Alcohol/Non-Alcohol) and Light Snacks. Get to Know Your Fellow Affordable Home Builders From Across The United States

Free Event-\$25 Room Rates (Hotel Sold Out)

50% of Non-Profit Airline Flights Paid

Register Today Before Event Sells Out

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