

## 12/20/2008 ARCH-BCHA Meeting – Revised 12/23/08

Jim Moore, Tom Harvey, Joyce Friedman, Michael Carpenter, Lesley Andrus, Rebekah Helzel, Eric Newman, Milt Adam, Susan Passovoy, Linda Thorson, Nathan Fierman, Anna Mathieu, Kathy Grotto, Nancy Smith, Larry Helzel

1. ARCH Proposal to help clean up database/Confidentiality
2. Working together
3. Deal Making –
4. Larry Schoen's January work sessions
5. Loan Counseling

### 1. ARCH Proposal to help clean up database/Confidentiality

Objective: Create a buyer profile ready to go so strong that it creates supply.

Applicant database: 431 in db, 119 current as of 2008, 312 to update.

#### Action Items:

- a. Subcommittee to develop and finalize this.
- b. ARCH look at application and make suggestions prior to dialing
- c. Make application on website the same as paper one.
- d. Script. Create some excitement about new opportunities.
- e. Changes to application: Cash, Liquidity, Assets – Ready, Willing, Able - Know buying horizon
- f. ARCH and BCHA folks will go to the BCHA office to make calls. ARCH will sign confidentiality agreement.

Point person: Linda Thorson and Rebekah Helzel

Subcommittee: Rebekah, Nathan, Anna, Kathy, Eric

### 2. Working together

#### Action Items:

- a. ARCH support at BCHA presentation of Ketchum Contract for services on Jan 20 (new date)
- b. Possible ARCH-BCHA Quarterly Summit
- c. Request by Nathan Fierman and Anna Mathieu to Cross Pollinate by having some BCHA members on ARCH subcommittees. No agreement on this request yet.
- d. Rebekah asked for a list of BCHA managed properties. (done 12/23/08)

### 3. Deal Making/Housing Creation :

- a. ARCH clear that they don't think we should be doing this and that BCHA needs to focus on the core asset responsibilities. They see this as their role.
- b. It was expressed that people do expect BCHA to be doing this and it is part of the county charter for BCHA. Because of this expectation (even though BCHA has to-date not been involved in housing creation) it will be very important that ARCH support BCHA when it is requesting funds from the municipalities.

- c. ARCH does receive fees when they sell a CH unit. They don't see themselves competing with BCHA for inclusionary zoning CH properties.
4. We had a conversation (that wasn't resolved) about how to get notified earlier than a notice of default for CH owners who are having trouble making payments.

Larry mentioned Ketchum policy issues/questions with regard to using in-lieu money for CH housing:

- Can you have a variable subsidy and be fair, or fix,
- Related to SF or category?
- Decision matrix for subsidy amount?
- How are funds disbursed (not into BCHA account but not buying real estate directly)? (As long as debt on books not politically able)
- Maximum bang for in lieu buck?

CDC may be best conduit, non-profit, separate conduit (3 K-CC members on the CDC board)

## 5. Larry Schoen's January work sessions

Status update. BCHA-ARCH to review and establish position.

Action Item:

- a. Email Draft of BCHA Organization Strategy and Focus document to Rebekah for ARCH, and to BCHA for discussion/comment.
- b. Finalize and use for Status update at the work session.

## 6. Loan Counseling

- Title audit
- Loan counseling
- Putting folks in contact with lenders
- Need someone registered/certified with the state of Idaho – online course

Action Items:

- a. Eric Newman: email 5 websites of companies that provide in-person loan counseling (Links are on ARCH website).
- b. BCHA letter inviting folks in trouble to contact us, providing the above resources via letter, Larry/ARCH suggested that we put it on the radio – anonymous
- c. Put \$100 2<sup>nd</sup>. deed of trust on deeds to find out if there are problems, or a second deed by owner or refinance is attempted.
- d. Follow up further with Eric Newman, show Eric Newman our deed restrictions
- e. Foreclosure certified counseling, need a licensed counselor (Judy Brown, former Countrywide)
- f. Pre-foreclosure counseling, 2 folks on board (and the contacts via www) on ARCH website
- g. BCHA already gets weekly updates of Foreclosure, notice of Default.

Before adjourning the BCHA Meeting, Linda Thorson moved to add Kathy Grotto to the First Bank of Idaho bank account as a signor. As the newly hired Executive Administrator she will need to have these privileges. Nathan Fierman seconded the motion and the motion carried.

Linda Thorson adjourned the meeting at 3:42PM.

*Approved  
Linda Thorson, Treasurer*