

# Webinar

## ULI Philadelphia: Forum on Black and Brown Homeownership (Day 2)

Date: February 18, 2022

00:00:06 --> 00:00:09: Good morning and thank you all for joining us today.  
 00:00:09 --> 00:00:12: Whether you joined us or if you joined us on  
 00:00:12 --> 00:00:12: Wednesday.  
 00:00:12 --> 00:00:15: Welcome back if you're just joining us for the first  
 00:00:15 --> 00:00:16: time today.  
 00:00:16 --> 00:00:21: Welcome to your life Philadelphia and the Development  
 Workshops forum  
 00:00:21 --> 00:00:23: on Black and Brown homeownership.  
 00:00:23 --> 00:00:26: Before we get started, I just want to go through  
 00:00:26 --> 00:00:27: a few quick housekeeping items.  
 00:00:27 --> 00:00:28: My name is Scott Moran.  
 00:00:28 --> 00:00:31: I'm a director here at ULI Philadelphia,  
 00:00:31 --> 00:00:32: as you might have heard,  
 00:00:32 --> 00:00:34: we are recording today's conversation.  
 00:00:34 --> 00:00:37: We also recorded Wednesday is conversation and we'll be  
 making  
 00:00:38 --> 00:00:39: both of those available,  
 00:00:39 --> 00:00:42: usually within about two weeks after the after the program.  
 00:00:42 --> 00:00:44: So we'll make that available to all attendees.  
 00:00:44 --> 00:00:45: And thanks to our sponsors,  
 00:00:45 --> 00:00:47: will actually be able to make that available publicly as  
 00:00:48 --> 00:00:48: well.  
 00:00:48 --> 00:00:50: For folks who are not able to join us for  
 00:00:50 --> 00:00:52: the live discussion.  
 00:00:52 --> 00:00:54: We will ask for everyone to remain muted today.  
 00:00:54 --> 00:00:58: Unless you're you're a panelist just to make sure that  
 00:00:58 --> 00:01:01: we maintain a sort of high degree of audio quality  
 00:01:01 --> 00:01:02: so everyone can hear.  
 00:01:02 --> 00:01:05: Though we do welcome folks to submit any questions you  
 00:01:05 --> 00:01:08: might have for the panelists in the chat throughout the

00:01:08 --> 00:01:10: program and we'll have some time at the end to  
00:01:10 --> 00:01:13: really dive into those questions.  
00:01:15 --> 00:01:17: Just for everyone's benefit, in case you weren't here on  
00:01:17 --> 00:01:18: on Wednesday or or,  
00:01:18 --> 00:01:20: you're new to to today's conversation.  
00:01:20 --> 00:01:23: I just wanted to take a step back and explain  
00:01:23 --> 00:01:25: a little bit about who you will.  
00:01:25 --> 00:01:28: I, the Urban Land Institute is we're a nonprofit membership  
00:01:28 --> 00:01:32: and educational association with the mission to shape the  
future  
00:01:32 --> 00:01:36: for the built environment for transformative impact in  
communities worldwide.  
00:01:36 --> 00:01:40: As an organization we have about 45 thousand members  
around  
00:01:40 --> 00:01:43: the world and about 900 local members who represent an  
00:01:43 --> 00:01:47: interdisciplinary cross section of real estate and land use  
professional.  
00:01:47 --> 00:01:50: So everyone from developers to lenders,  
00:01:50 --> 00:01:54: architects, planners from the private sector,  
00:01:54 --> 00:01:57: and public sector all have a place within you Ally.  
00:01:57 --> 00:02:00: Locally, our reach includes the Philadelphia Metro as well as  
00:02:00 --> 00:02:02: four regions in Central Pennsylvania,  
00:02:02 --> 00:02:05: Delaware, the Lehigh Valley and southern New Jersey,  
00:02:05 --> 00:02:08: and we truly are a membership driven organization with over  
00:02:08 --> 00:02:12: 20 different committees and councils that drive the  
conversations and  
00:02:12 --> 00:02:13: programs that we host today.  
00:02:13 --> 00:02:16: Today's program, in particular, is a really great example of  
00:02:16 --> 00:02:19: that where we had four different committees and councils  
come  
00:02:19 --> 00:02:23: together to help prep for this conversation that includes our  
00:02:23 --> 00:02:25: small scale and impact Development Council,  
00:02:25 --> 00:02:28: our Housing Council, our community and Economic  
Development Council,  
00:02:28 --> 00:02:29: as well as our diversity.  
00:02:29 --> 00:02:32: Again, Inclusion Council, and if you're not already a member  
00:02:32 --> 00:02:34: of ULI and you're interested in learning more or getting  
00:02:34 --> 00:02:35: involved,  
00:02:35 --> 00:02:38: I invite you to reach out to us after today's  
00:02:38 --> 00:02:39: program.  
00:02:39 --> 00:02:41: All of the work that we do would not be  
00:02:41 --> 00:02:42: possible without the support of our sponsors,  
00:02:42 --> 00:02:45: so I do want to take a second just to

00:02:45 --> 00:02:46: recognize their support.

00:02:46 --> 00:02:50: In particular our urban visionary sponsors.

00:02:50 --> 00:02:53: Our diamond leadership circle and platinum sponsors.

00:02:56 --> 00:02:59: As well as our silver and friends sponsors and for

00:02:59 --> 00:03:00: today's conversation,

00:03:00 --> 00:03:03: I also want to pause and take a moment to

00:03:03 --> 00:03:04: to thank our event.

00:03:04 --> 00:03:07: Specific sponsors shift capital and a Council member.

00:03:07 --> 00:03:10: Alan damn, who support really made us who made it

00:03:10 --> 00:03:15: a possibility to to record these conversations and make them

00:03:15 --> 00:03:19: available to a broader audience in in the coming weeks.

00:03:19 --> 00:03:21: So with that I'd like to pass things over to

00:03:21 --> 00:03:24: our co-host for for today's program.

00:03:24 --> 00:03:26: David Feldman, who's the executive director.

00:03:26 --> 00:03:27: With the development workshop.

00:03:30 --> 00:03:32: Good morning, Anna. Thank you Kevin,

00:03:32 --> 00:03:35: and welcome to our panelists for day two of our

00:03:35 --> 00:03:39: jointly sponsored forum on preserving and expanding Black

00:03:39 --> 00:03:40: and Brown

00:03:39 --> 00:03:40: homeownership.

00:03:40 --> 00:03:43: The panel on day one gave some greatly informative

00:03:43 --> 00:03:47: presentations

00:03:43 --> 00:03:47: when the challenges for black and brown homeowners

00:03:47 --> 00:03:51: homebuyers and

00:03:47 --> 00:03:51: how they're addressing those challenges and provided deep

00:03:51 --> 00:03:54: insights on

00:03:51 --> 00:03:54: what needs to be done to improve the homeownership gap,

00:03:54 --> 00:03:57: especially between black and white homeownership.

00:03:57 --> 00:03:58: On behalf of the Development Workshop,

00:03:58 --> 00:04:00: I want to thank the members of today's.

00:04:00 --> 00:04:03: Panel who have great expertise on the challenges faced by

00:04:03 --> 00:04:07: existing black and brown homeowners maintaining their

00:04:07 --> 00:04:10: homes.

00:04:07 --> 00:04:10: Passing along homes to the next generation to preserve

00:04:10 --> 00:04:13: family

00:04:10 --> 00:04:13: wealth and getting full value for their homes when they

00:04:13 --> 00:04:14: choose to sell,

00:04:14 --> 00:04:17: we will hear about partnerships that work to achieve these

00:04:17 --> 00:04:19: goals and hopefully many in attendance.

00:04:19 --> 00:04:22: Today will learn methods they can replicate with

00:04:22 --> 00:04:24: organizations and

00:04:22 --> 00:04:24: communities where they are active.

00:04:24 --> 00:04:27: I also want to thank our event sponsors as Kevin

00:04:27 --> 00:04:28: did shift capital.

00:04:28 --> 00:04:30: Councilmember Allen Dom for their support.

00:04:30 --> 00:04:33: That will enable this forum to be accessible at no

00:04:33 --> 00:04:35: cost as a future online posting.

00:04:35 --> 00:04:39: So the examples and issues being discussed can benefit practitioners

00:04:39 --> 00:04:42: and community members who were not able to attend this

00:04:42 --> 00:04:43: week.

00:04:43 --> 00:04:44: As stated on day one,

00:04:44 --> 00:04:47: this has been a great opportunity for a broader audience

00:04:47 --> 00:04:49: to learn about the range of issues that the Development

00:04:49 --> 00:04:50: workshop explores.

00:04:50 --> 00:04:54: Our monthly meetings bringing key leaders in the region to

00:04:54 --> 00:04:55: provide analysis on government,

00:04:55 --> 00:05:01: industry, infrastructure and the real estate markets across many sectors.

00:05:01 --> 00:05:05: We provide educational feedback to policymakers from abroad,

00:05:05 --> 00:05:09: cost industry perspective as our members include yes developers,

00:05:09 --> 00:05:12: but many more, including planners,

00:05:12 --> 00:05:15: architects, engineers. Finance and title companies.

00:05:15 --> 00:05:20: Law firms economists anchor institutions including healthcare systems and universities.

00:05:20 --> 00:05:24: It's worked repeating that Development Workshop is proud that its

00:05:24 --> 00:05:28: membership arguably represents the most diverse membership of any organization

00:05:28 --> 00:05:31: in the real estate development space in the region.

00:05:31 --> 00:05:35: Once again, I particularly want to acknowledge the amazing job

00:05:35 --> 00:05:39: that Activia how a few terrible trust Philadelphia policy and

00:05:39 --> 00:05:42: research initiative has done as the moderator for our first

00:05:42 --> 00:05:45: panel on expanding Black and Brown home ownership.

00:05:45 --> 00:05:48: Octavia led and enlightening and engaging discussion of those who

00:05:48 --> 00:05:49: are here.

00:05:49 --> 00:05:52: The other day will know and ran an active and

00:05:52 --> 00:05:55: extensive Q&A session to respond to a very active chat

00:05:55 --> 00:05:56: conversation.

00:05:56 --> 00:06:00: Inspired by the panelists, we were so grateful to Octavia

00:06:00 --> 00:06:04: for agreeing to moderate both sessions and appreciate all the preparation,

00:06:04 --> 00:06:05: including several planning meetings with UI,

00:06:05 --> 00:06:07:

00:06:07 --> 00:06:10: the workshop, and the panelists to create a form with  
00:06:10 --> 00:06:14: useful and actionable information and lively discussion.  
00:06:14 --> 00:06:15: Thank you so much, Octavia.  
00:06:16 --> 00:06:19: Thanks David, I really happy to be here and to  
00:06:19 --> 00:06:22: participate in in these conversations.  
00:06:22 --> 00:06:24: I want to just go ahead and dive right in  
00:06:24 --> 00:06:25: so we can get to the meat of it,  
00:06:25 --> 00:06:27: but but before we do that,  
00:06:27 --> 00:06:30: here's the context due in part to the city's low  
00:06:30 --> 00:06:32: housing content costs.  
00:06:32 --> 00:06:35: Philadelphia has the highest rate of black homeownership  
among the  
00:06:35 --> 00:06:37: 50 largest cities in the country,  
00:06:37 --> 00:06:41: but home ownership is becoming increasingly unattainable  
for black and  
00:06:41 --> 00:06:42: brown households,  
00:06:42 --> 00:06:45: and little progress has been made in closing the racial  
00:06:45 --> 00:06:48: homeownership gap in the past 30 years.  
00:06:48 --> 00:06:50: One thing about what it takes to increase homeownership  
rates  
00:06:50 --> 00:06:52: or keep them from falling.  
00:06:52 --> 00:06:53: One must consider two things.  
00:06:53 --> 00:06:56: What it takes to get people into homes and what  
00:06:56 --> 00:06:57: it takes to keep them there.  
00:06:57 --> 00:07:00: On Wednesday we discuss the challenges host households  
face when  
00:07:01 --> 00:07:02: seeking to purchase a home.  
00:07:02 --> 00:07:03: If you miss that conversation,  
00:07:03 --> 00:07:05: I really do encourage you to keep an eye out  
00:07:05 --> 00:07:06: for the recording,  
00:07:06 --> 00:07:08: but I'll give you a few highlights that intersect with  
00:07:08 --> 00:07:09: the conversation.  
00:07:09 --> 00:07:11: We like to have. Today we learned that there are  
00:07:11 --> 00:07:14: many factors that threaten home ownership for the city's  
black  
00:07:14 --> 00:07:15: and brown home seekers,  
00:07:15 --> 00:07:18: including lower household median incomes.  
00:07:18 --> 00:07:23: Rising home crisis residence among lenders to issue small  
loans.  
00:07:23 --> 00:07:26: A limited supply of moderately priced homes in the city  
00:07:26 --> 00:07:29: in competition with cash buyers,  
00:07:29 --> 00:07:33: our panelists described how this historic discrimination and  
the resultant

00:07:33 --> 00:07:36: suppressed home values in black and brown neighborhoods translate to

00:07:36 --> 00:07:39: less buying power and a knowledge deficit of.

00:07:39 --> 00:07:42: For Jeff first generation home buyers.

00:07:42 --> 00:07:45: They emphasize the need for stronger and more diverse pipelines

00:07:45 --> 00:07:48: for professions that serve the home buying industry,

00:07:48 --> 00:07:51: including Realtors, housing counselors and appraisers.

00:07:51 --> 00:07:53: Today, we're going to dive into the other end of

00:07:54 --> 00:07:54: the equation.

00:07:54 --> 00:07:57: Home ownership retention. We know that home ownership in the

00:07:57 --> 00:08:00: city remains one of the best ways to avoid costs.

00:08:00 --> 00:08:02: Bird in the city. Not surprisingly,

00:08:02 --> 00:08:05: being cost burden is least common among Philadelphia households.

00:08:05 --> 00:08:08: Their own that own their homes free and clear without

00:08:08 --> 00:08:09: mortgages.

00:08:09 --> 00:08:11: 40% of the owners in the city,

00:08:11 --> 00:08:15: 130,000 in all. On their properties outright in 2018,

00:08:15 --> 00:08:20: the median monthly expense for unit with this ownership status

00:08:20 --> 00:08:20: is \$448.00.

00:08:20 --> 00:08:26: With the largest year spending \$250 to \$499,

00:08:26 --> 00:08:29: so these units are an important source of affordable housing

00:08:29 --> 00:08:30: for the city,

00:08:30 --> 00:08:33: but a fragile one. Many homers owners,

00:08:33 --> 00:08:35: particularly those with low income,

00:08:35 --> 00:08:37: struggle to pay for home repairs,

00:08:37 --> 00:08:40: a reality that in the worst cases can lead to

00:08:40 --> 00:08:42: unsafe conditions and the loss of a home.

00:08:42 --> 00:08:45: And invitations to sell their homes for cash.

00:08:45 --> 00:08:47: Or take out a reverse mortgage can be seen as

00:08:47 --> 00:08:49: an answer to those challenges.

00:08:49 --> 00:08:53: Often, though, one that has a potential to strip households

00:08:53 --> 00:08:58: of hard earned source of family wealth nationally among people

00:08:58 --> 00:08:58: over age 50,

00:08:58 --> 00:09:03: only 20% of black residents have valid Wills compared with

00:09:03 --> 00:09:03: 63%

00:09:03 --> 00:09:08: of white residents which further threatens households ability to pass

00:09:08 --> 00:09:09: down family properties.

00:09:09 --> 00:09:13: More than 10,000 homes in the city have tangled titles.

00:09:13 --> 00:09:18: Representing \$1.1 billion in wealth that's inaccessible to heirs.

00:09:18 --> 00:09:21: This issue is of particular concern for the city's black

00:09:21 --> 00:09:22: residents.

00:09:22 --> 00:09:24: This tracks in the city with the highest rates of

00:09:24 --> 00:09:28: tangled titles are those in which black residents can constitute

00:09:28 --> 00:09:31: the largest percentage of the population to help us unpack

00:09:31 --> 00:09:33: these challenges, we have a Pamela global experts,

00:09:33 --> 00:09:38: including Michael Frolik is a managing eternity for community attorney

00:09:38 --> 00:09:39: for Community legal services.

00:09:39 --> 00:09:42: Alexandra McFadden from Centennial Park site,

00:09:42 --> 00:09:47: CDC. Carrie Rothman, director of strategic partnerships and Habitat for

00:09:47 --> 00:09:52: Humanity Philadelphia and Abraham Reyes Pardo Urban League of Philadelphia,

00:09:52 --> 00:09:55: so looking forward to kind of having a conversation with

00:09:55 --> 00:09:57: you all and to kind of dive in quickly.

00:09:57 --> 00:10:01: I'd like for you to each share what your organization's

00:10:01 --> 00:10:04: role is in preventing homeownership loss and kind of let

00:10:04 --> 00:10:06: you do a double whammy there.

00:10:06 --> 00:10:07: But like what's your role?

00:10:07 --> 00:10:10: And in your opinion, what are the three biggest factors

00:10:10 --> 00:10:13: that are can continue that are threatening continued home ownership?

00:10:13 --> 00:10:16: Among black and brown households,

00:10:16 --> 00:10:17: let's start with Carrie.

00:10:20 --> 00:10:25: Hi good morning so. And habitat and would repeat the

00:10:25 --> 00:10:27: questions one more time.

00:10:27 --> 00:10:29: You were saying you wanted the three things that we

00:10:29 --> 00:10:29: see.

00:10:29 --> 00:10:31: What's your role? So how,

00:10:31 --> 00:10:34: how how does habitat you know intersect with preventing home

00:10:34 --> 00:10:35: ownership laws?

00:10:35 --> 00:10:38: And then like, what are the three things that you

00:10:38 --> 00:10:39: think it's OK?

00:10:39 --> 00:10:40: It's it's perfectly fine. What is there?

00:10:40 --> 00:10:44: Anything that you think? Yeah,

00:10:44 --> 00:10:44: my role

00:10:44 --> 00:10:46: is director of strategic partnerships,

00:10:46 --> 00:10:50: so I work both cross departmentally internally with both our

00:10:50 --> 00:10:53: home ownership and repair programs and across our build team,  
00:10:53 --> 00:10:57: but also externally with other partners,  
00:10:57 --> 00:11:04: both related to the homeownership creation of homeownership and preservation  
00:11:04 --> 00:11:04: so.  
00:11:04 --> 00:11:07: I work with especially one of the main areas that  
00:11:07 --> 00:11:08: we're in dealing with.  
00:11:08 --> 00:11:11: Preservation is some of the education and work that we  
00:11:11 --> 00:11:13: do leading up to preparing homeowners.  
00:11:13 --> 00:11:15: And then we also continue to work with them,  
00:11:15 --> 00:11:19: post keys to make sure that they they maintain stable  
00:11:19 --> 00:11:23: homeownership throughout the tenure of their home.  
00:11:23 --> 00:11:27: And then in terms of of preservation,  
00:11:27 --> 00:11:30: it's we're really focusing on repair work,  
00:11:30 --> 00:11:33: so the physical structure maintaining we do a lot of  
00:11:33 --> 00:11:35: referrals to try and get people.  
00:11:35 --> 00:11:39: Through sort of cleaning up tangled title and a lot  
00:11:39 --> 00:11:40: of work around,  
00:11:40 --> 00:11:43: we're starting to do a lot more work around estate  
00:11:43 --> 00:11:46: planning so and I do a lot of the partnership  
00:11:46 --> 00:11:49: work that both helps to fund through new,  
00:11:49 --> 00:11:54: unique partnerships like with healthcare and some other  
industries that  
00:11:54 --> 00:11:58: have more money for repair work and also collaborations  
with  
00:11:58 --> 00:12:01: other service providers that mean.  
00:12:01 --> 00:12:05: Provide the ability for multiple organizations to touch a home,  
00:12:05 --> 00:12:07: and I know we'll talk more about those later.  
00:12:09 --> 00:12:11: Thanks Carrie, how about you,  
00:12:11 --> 00:12:11: Michael?  
00:12:12 --> 00:12:16: Good morning and thanks Octavia and thanks for the  
organizers  
00:12:16 --> 00:12:17: of this panel.  
00:12:17 --> 00:12:20: So Community legal services. As many people know,  
00:12:20 --> 00:12:25: is a nonprofit legal office in Philadelphia.  
00:12:25 --> 00:12:28: Been around since the late 60s and help low income  
00:12:28 --> 00:12:31: Philadelphians with a whole range of civil issues.  
00:12:31 --> 00:12:34: So there's you know folks at CLS that help with  
00:12:34 --> 00:12:39: employment issues and disability issues and family  
preservation issues,  
00:12:39 --> 00:12:42: and many many more. I'm the managing attorney of our.  
00:12:42 --> 00:12:45: Home ownership and consumer rights unit.



00:12:45 --> 00:12:49: So in that capacity we represent you know,  
00:12:49 --> 00:12:52: thousands of home loan Philadelphia homeowners every  
year who are  
00:12:52 --> 00:12:54: at risk of losing their homes,  
00:12:54 --> 00:12:59: including about 2/3 of of our clients are our people  
00:12:59 --> 00:13:00: of color,  
00:13:00 --> 00:13:03: so it's a really appropriate panel that I was super  
00:13:03 --> 00:13:05: happy to be invited to participate.  
00:13:05 --> 00:13:08: Octavia, you asked for the top three issues you mentioned.  
00:13:08 --> 00:13:09: A number of them, you know,  
00:13:09 --> 00:13:11: in your introduction you mentioned tangled title and hopefully  
we'll  
00:13:11 --> 00:13:13: have a chance to come back to.  
00:13:13 --> 00:13:15: To that, throughout the course of the panel,  
00:13:15 --> 00:13:17: you mentioned predatory reverse mortgages.  
00:13:17 --> 00:13:21: Again a big issue, and hopefully we'll get a chance  
00:13:21 --> 00:13:23: to come back to that you mentioned as well.  
00:13:24 --> 00:13:26: This idea of selling people,  
00:13:26 --> 00:13:28: people that wanna sell. I think David mentioned this in  
00:13:28 --> 00:13:29: his introduction as well.  
00:13:29 --> 00:13:31: If people do want to sell their home,  
00:13:31 --> 00:13:34: make ways to make sure that they actually get the  
00:13:34 --> 00:13:37: the fair market value for their home and that they  
00:13:37 --> 00:13:37: don't,  
00:13:37 --> 00:13:42: you know, lose hard fought equity when they sell,  
00:13:42 --> 00:13:44: and maybe we'll have a chance of return.  
00:13:44 --> 00:13:45: So, but there's two more,  
00:13:45 --> 00:13:48: I think that our really important threats to black and  
00:13:48 --> 00:13:52: brown homeownership that I just wanna highlight here.  
00:13:52 --> 00:13:54: I think the the first or both of them are  
00:13:54 --> 00:13:55: very timely.  
00:13:55 --> 00:13:58: The first is we are coming.  
00:13:58 --> 00:14:01: Hopefully, you know, we're we're coming out of a COVID  
00:14:01 --> 00:14:04: pandemic or coming out doesn't sound quite right.  
00:14:04 --> 00:14:07: Maybe we're transitioning from a pandemic to an endemic,  
00:14:07 --> 00:14:12: and we learned a lot from the mortgage foreclosure crisis  
00:14:13 --> 00:14:14: of 10 or 15 years ago.  
00:14:14 --> 00:14:20: And during at that point the racial homeownership gap  
widened.  
00:14:20 --> 00:14:23: We had, you know, the median net worth of black  
00:14:23 --> 00:14:26: households back then dropped by 53%.  
00:14:26 --> 00:14:30: You know homeownership just vaporized.  
00:14:30 --> 00:14:33: And of course, compared to white homeowners or white

households  
00:14:33 --> 00:14:34: whose net worth dropped,  
00:14:34 --> 00:14:37: you know only by like 15 or 20%  
00:14:37 --> 00:14:39: the the rate of foreclosures.  
00:14:39 --> 00:14:44: For black and Hispanic homeowners back then was nearly  
twice  
00:14:44 --> 00:14:45: that.  
00:14:45 --> 00:14:50: Of of white households and we even after 15 years,  
00:14:50 --> 00:14:54: we still really haven't recovered from the homes that we  
00:14:54 --> 00:14:57: lost in Philadelphia back then.  
00:14:57 --> 00:15:00: You know there were like 600 to 700 residential foreclosures  
00:15:00 --> 00:15:03: that were being filed every month in our courts.  
00:15:03 --> 00:15:09: So I I think we're better prepared this time around.  
00:15:09 --> 00:15:14: We know, of course, that that COVID has affected black  
00:15:14 --> 00:15:15: and brown.  
00:15:15 --> 00:15:17: Workers disproportionately, uh, you know,  
00:15:17 --> 00:15:20: then then white workers because of the nature of the  
00:15:20 --> 00:15:22: jobs that were affected.  
00:15:22 --> 00:15:25: And for you know, systemic racism in our in our  
00:15:25 --> 00:15:26: country.  
00:15:26 --> 00:15:28: And this time though, what we have in effect,  
00:15:28 --> 00:15:31: and hopefully Abraham will talk more about this is a  
00:15:31 --> 00:15:36: really robust mortgage foreclosure diversion program that will  
help hopefully  
00:15:36 --> 00:15:37: help a lot.  
00:15:37 --> 00:15:38: Preserve a lot of these homes.  
00:15:38 --> 00:15:44: We also have a \$350 million state program called PA.  
00:15:44 --> 00:15:48: Half the homeowner systems. Fund which gives out grants of  
00:15:48 --> 00:15:52: \$30,000 to homeowners who are delinquent in their  
mortgages.  
00:15:52 --> 00:15:57: We've got federally required COVID related loss mitigation  
that requires  
00:15:57 --> 00:16:03: mortgage servicers of federally backed mortgages to take  
certain steps  
00:16:03 --> 00:16:06: before they foreclose on people's homes.  
00:16:06 --> 00:16:08: Time will tell over the next 12 to you know,  
00:16:08 --> 00:16:11: 18 months whether these programs will be sufficient in order  
00:16:11 --> 00:16:14: to to to ensure that we don't have another generation  
00:16:14 --> 00:16:17: of of black and brown homeowners that are.  
00:16:17 --> 00:16:19: Lose their homes as we did 15 years ago,  
00:16:19 --> 00:16:22: but I see that as a really big threat to  
00:16:22 --> 00:16:26: these home ownership issues at the moment and the second  
00:16:26 --> 00:16:28: one is property tax assessments.

00:16:28 --> 00:16:31: You know the city of Philadelphia I think made the  
 00:16:31 --> 00:16:34: very wise decision necessary probably,  
 00:16:34 --> 00:16:38: but wise decision that over the last two years we  
 00:16:38 --> 00:16:42: have not issued new assessments that's changing.  
 00:16:42 --> 00:16:46: So in the coming months we'll have be getting our  
 00:16:46 --> 00:16:48: 2023 tax assessments.  
 00:16:48 --> 00:16:53: We know that in Philadelphia the median sales price for  
 00:16:53 --> 00:16:55: homes or since 2020.  
 00:16:55 --> 00:16:58: So in the last two years has increased 21%  
 00:16:59 --> 00:17:04: from 183,000 to 225,000 for median household and we know  
 00:17:04 --> 00:17:11: that this has disproportionately fallen on black and brown  
 neighborhoods.  
 00:17:11 --> 00:17:14: Neighborhoods that have been his you know his historically  
 black  
 00:17:14 --> 00:17:15: and brown.  
 00:17:15 --> 00:17:17: I should say where that are transitioning,  
 00:17:17 --> 00:17:20: perhaps into. Or gentrifying, or whatever word you'd like to  
 00:17:20 --> 00:17:22: use into higher values,  
 00:17:22 --> 00:17:26: and so we wanna make sure that with the increase  
 00:17:26 --> 00:17:31: in the anticipated increases in property tax assessments that  
 we've  
 00:17:31 --> 00:17:33: got both the programs in place,  
 00:17:33 --> 00:17:36: but also the knowledge in place to ensure that a  
 00:17:36 --> 00:17:40: black and brown homeowners have every tool at their  
 disposal  
 00:17:40 --> 00:17:42: to to fight to stay in their home.  
 00:17:42 --> 00:17:45: Let's say we want to make sure that we get  
 00:17:45 --> 00:17:47: out the word about the senior tax freeze.  
 00:17:47 --> 00:17:49: Get out the word about the homestead exemption.  
 00:17:49 --> 00:17:52: Get out the word about state tax rebates.  
 00:17:52 --> 00:17:55: GAIL, the word about loop and importantly,  
 00:17:55 --> 00:17:57: and I don't think this is a program that quite  
 00:17:57 --> 00:17:59: gets as much attention as it as it ought to  
 00:17:59 --> 00:18:00: is in Philadelphia.  
 00:18:00 --> 00:18:04: We've got the the owner occupied payment agreements or  
 group  
 00:18:04 --> 00:18:07: as I see many people on the participant list who  
 00:18:07 --> 00:18:09: has really been critical in in,  
 00:18:09 --> 00:18:12: in, in, in, ensuring that up as exist in that  
 00:18:12 --> 00:18:14: homeowners can get into them.  
 00:18:14 --> 00:18:19: Philadelphia led the nation in developing a means tested  
 payment  
 00:18:19 --> 00:18:19: plan.  
 00:18:19 --> 00:18:24: Or owner occupied payment agreements to allow a

homeowners to  
00:18:24 --> 00:18:25: stay in their home.  
00:18:25 --> 00:18:29: And today there's over 11,000 homeowners who have saved  
their  
00:18:29 --> 00:18:32: homes from property who are currently saving their homes  
from  
00:18:32 --> 00:18:36: property tax foreclosures because they're in a means tested  
payment  
00:18:36 --> 00:18:39: plans and every month they make a payment on their  
00:18:39 --> 00:18:43: their delinquent property taxes to to ensure that the city  
00:18:43 --> 00:18:44: gets its taxes,  
00:18:44 --> 00:18:46: the school district gets the taxes that we all need,  
00:18:46 --> 00:18:49: but also that the person is is not losing their  
00:18:49 --> 00:18:51: home to a tax foreclosure sale.  
00:18:51 --> 00:18:53: And and so I think that you know of the  
00:18:53 --> 00:18:57: many issues that are currently facing us and currently facing  
00:18:57 --> 00:19:01: our city and currently facing black and brown homeowners.  
00:19:01 --> 00:19:05: The most timely ones are the upcoming property tax  
assessments  
00:19:05 --> 00:19:08: and the coming out of COVID and making sure that  
00:19:08 --> 00:19:11: people have the programs that they need in order to  
00:19:11 --> 00:19:13: to save their homes for foreclosure.  
00:19:14 --> 00:19:15: Thanks Michael, that was a lot,  
00:19:15 --> 00:19:18: but I I kind of let you go just because  
00:19:18 --> 00:19:19: I know that you're not.  
00:19:19 --> 00:19:22: That's fine. You're really in the thick of it understanding,  
00:19:22 --> 00:19:25: you know how how people are coming to you.  
00:19:25 --> 00:19:26: They're coming to you at different points,  
00:19:26 --> 00:19:28: really needing to to save their house.  
00:19:28 --> 00:19:30: And so I'm going to touch back on a lot  
00:19:30 --> 00:19:31: of those things that you talked about,  
00:19:31 --> 00:19:35: but I want to give Alexandra and Abraham a chance  
00:19:35 --> 00:19:36: to chime in.  
00:19:36 --> 00:19:39: Who wants to go first?  
00:19:39 --> 00:19:39: Abraham.  
00:19:42 --> 00:19:44: Sorry, I meant Alexander and go over,  
00:19:44 --> 00:19:48: but that's OK. Yeah, and that's why I was like  
00:19:48 --> 00:19:50: yeah please proceed.  
00:19:50 --> 00:19:53: Hi, good morning everyone. Thank you for allowing me to  
00:19:53 --> 00:19:56: use your platform and Abraham Gray is part of the  
00:19:56 --> 00:19:59: Director of housing at the Urban League of Philadelphia.  
00:19:59 --> 00:20:01: Does it relate to the role that they're even legal?  
00:20:01 --> 00:20:07: Philadelphia another housing counseling agencies around

the country have in terms of preventing homeownership loss.

00:20:07 --> 00:20:09: We are educators, counselors, and ultimately we help families access

00:20:09 --> 00:20:15: the resources that they need to,

00:20:15 --> 00:20:17: or connect with the resources they need to estate in

00:20:17 --> 00:20:21: this properties to retain sustainable homeownership.

00:20:21 --> 00:20:25: The activities of housing counseling agencies are regulated

00:20:25 --> 00:20:28: by the

00:20:28 --> 00:20:31: Department of Housing and the Consumer Financial Protection.

00:20:31 --> 00:20:34: Zero, so that means that we remain neutral partial to

00:20:34 --> 00:20:35: this process.

00:20:35 --> 00:20:38: We show no preference for one or another product,

00:20:38 --> 00:20:41: one or another service, and that means that we are

00:20:41 --> 00:20:45: required to disclose all information about all products and resources

00:20:45 --> 00:20:48: available to participants of our programs.

00:20:48 --> 00:20:50: In the case of the Urban League of Philadelphia,

00:20:50 --> 00:20:52: we are also or the housing department of the Urban

00:20:52 --> 00:20:53: League of Philadelphia,

00:20:53 --> 00:20:59: where also. We're connected to 105 year old civil rights

00:20:59 --> 00:21:00: organization,

00:21:00 --> 00:21:04: so of course fair housing and and and many other

00:21:05 --> 00:21:10: subjects are at the forefront of all the activities that

00:21:10 --> 00:21:11: we perform.

00:21:11 --> 00:21:15: What are the three largest factors that we see that

00:21:15 --> 00:21:19: continue to try to threaten sustain homeownership?

00:21:19 --> 00:21:23: Obviously, poverty Philadelphia is still one of the OR rather

00:21:23 --> 00:21:25: the poorest of the largest U.S.

00:21:25 --> 00:21:28: cities. We see a lot of misinformation and lack of

00:21:29 --> 00:21:34: awareness leading to misrepresentation or misinterpretation

00:21:34 --> 00:21:35: of certain laws and

00:21:35 --> 00:21:39: regulations.

00:21:39 --> 00:21:42: And then finally gentrification. There are outside forces that

00:21:42 --> 00:21:45: are preventing our clients from accessing.

00:21:45 --> 00:21:48: Parking services and products in their neighborhoods.

00:21:48 --> 00:21:53: Thanks Abraham. Last but not least,

00:21:53 --> 00:21:54: Alexandra High,

00:21:54 --> 00:21:57: so I'm Alex Alexander McFadden.

00:21:57 --> 00:21:58: I am the board President Centennial Park,

00:21:58 --> 00:22:01: so I Community Development Corporation.

00:22:01 --> 00:22:03: We are located in East Parkside,  
00:22:03 --> 00:22:05: so if you've ever been to the zoo where the  
00:22:05 --> 00:22:09: neighborhood directly West of of the zoo's campus,  
00:22:09 --> 00:22:11: we are fairly new organization.  
00:22:11 --> 00:22:15: We have profound in 2015 and but our neighborhood is,  
00:22:15 --> 00:22:19: if you look historically, we were previously a fairly wealthy  
00:22:19 --> 00:22:22: neighborhood where our in 1975 hour meeting.  
00:22:22 --> 00:22:26: Income was the equivalent of today's dollar is about \$50,000,  
00:22:26 --> 00:22:29: and now it's about \$16,700.  
00:22:29 --> 00:22:31: Is the median household income.  
00:22:31 --> 00:22:34: We also used to have a high rate of of  
00:22:34 --> 00:22:38: owner occupied homes and now we are sort of weave  
00:22:38 --> 00:22:41: unlike most fill up in most Philadelphia,  
00:22:41 --> 00:22:44: predominantly black neighborhoods we have flipped so now  
we are  
00:22:44 --> 00:22:45: about 70%  
00:22:45 --> 00:22:49: renter or 30% homeowner and those those homes that are  
00:22:49 --> 00:22:49: left,  
00:22:49 --> 00:22:51: many percent were built before 1960.  
00:22:51 --> 00:22:54: So we have a bunch of aging housing stock.  
00:22:54 --> 00:22:56: We have a lot of vacant houses,  
00:22:56 --> 00:22:59: so for instance, to the east of me there is  
00:22:59 --> 00:23:01: a vacant house and.  
00:23:01 --> 00:23:05: There are three houses behind me and they are all  
00:23:05 --> 00:23:06: vacant as well.  
00:23:06 --> 00:23:10: So part of our mission is to increase the number  
00:23:10 --> 00:23:14: of affordable units for affordable housing units both for rent  
00:23:14 --> 00:23:16: and for purchase,  
00:23:16 --> 00:23:18: and that has been sort of the biggest challenge of  
00:23:18 --> 00:23:20: our organization is finding funding.  
00:23:20 --> 00:23:23: Finding partners who can help us build these units.  
00:23:23 --> 00:23:27: We are converting our first unit right now above our  
00:23:27 --> 00:23:28: future office,  
00:23:28 --> 00:23:29: which is very, very exciting,  
00:23:29 --> 00:23:33: but also a learning experience for all of us at  
00:23:34 --> 00:23:35: the organization.  
00:23:35 --> 00:23:40: We also have been during pandemic focusing to work with  
00:23:40 --> 00:23:42: people to stay in their homes.  
00:23:42 --> 00:23:44: So that they're not being taken away because of or  
00:23:44 --> 00:23:47: they're not having their utilities turned off because of lack  
00:23:47 --> 00:23:48: of payment.  
00:23:48 --> 00:23:52: So we started a privately funded emergency housing and

utility

00:23:52 --> 00:23:54: grants so that people could pay.

00:23:54 --> 00:23:56: We could get money to people.

00:23:56 --> 00:23:59: That was a little bit more flexible than government dollars.

00:23:59 --> 00:24:03: Additionally. We spend a lot of time working to advocate

00:24:03 --> 00:24:08: for our current neighbors working for our community members when

00:24:08 --> 00:24:12: they're dealing with with developers who often don't bring in

00:24:12 --> 00:24:16: community members in the discussions for what they would like

00:24:16 --> 00:24:16: to see,

00:24:16 --> 00:24:17: you know next door to them,

00:24:17 --> 00:24:21: so those are the three big things that we're doing

00:24:21 --> 00:24:24: because we have all the problems that Michael and.

00:24:24 --> 00:24:27: Carry on Abraham mentioned, you know we've got aging housing,

00:24:27 --> 00:24:33: tangled titles, predatory purchasers, predatory lenders people are losing their

00:24:33 --> 00:24:35: homes to sheriff sales.

00:24:35 --> 00:24:36: People have to have insurance,

00:24:36 --> 00:24:37: so when things go wrong,

00:24:37 --> 00:24:41: they can't afford to rebuck repurchase their homes and it

00:24:41 --> 00:24:44: just sort of goes on almost infinitely.

00:24:44 --> 00:24:46: And it's just. Making sure that we stay ahead of

00:24:46 --> 00:24:47: the curve is very,

00:24:47 --> 00:24:48: very difficult.

00:24:52 --> 00:24:55: Well, thank you Alexandra. I think the thing that kind

00:24:55 --> 00:24:58: of stood out to me just thinking about your comments

00:24:58 --> 00:24:59: altogether is just.

00:24:59 --> 00:25:01: There are like these things that are that have been

00:25:01 --> 00:25:04: ongoing in terms of factors that threaten people's ability to

00:25:04 --> 00:25:04: stay in housing.

00:25:04 --> 00:25:08: Alexandra, I think you're thinking about like these long term

00:25:08 --> 00:25:13: trends where neighborhoods and families are necessarily struggling to to

00:25:13 --> 00:25:15: kind of stay in and pass on their homes.

00:25:15 --> 00:25:17: But then there's like these other moments.

00:25:17 --> 00:25:21: You know what Michael highlighted about about coming out of

00:25:21 --> 00:25:21: COVID.

00:25:21 --> 00:25:23: And like you know, definitely when we think about.

00:25:23 --> 00:25:27: Where Philadelphia started to see a decrease in home ownership

00:25:27 --> 00:25:30: is really thinking about after the housing bubble burst and

00:25:30 --> 00:25:34: also thinking about this this property assessment happening at the

00:25:35 --> 00:25:37: same time as home values are really,

00:25:37 --> 00:25:40: really rising. And so I think once you guys talk

00:25:40 --> 00:25:41: about like that,

00:25:41 --> 00:25:43: those touch points or those big issues,

00:25:43 --> 00:25:45: and I think specifically a question that I have for

00:25:45 --> 00:25:45: you,

00:25:45 --> 00:25:48: I mean some of you may have already touched on

00:25:48 --> 00:25:50: it again is like how do rising home values in

00:25:50 --> 00:25:53: black and brown neighborhoods help and how do they hurt?

00:25:53 --> 00:25:57: We talked about the assessment coming up like what's what's

00:25:57 --> 00:26:00: the balance between the help and the hurt of those

00:26:00 --> 00:26:01: those changing values.

00:26:01 --> 00:26:04: Is anybody game whoever wants to talk the most can

00:26:04 --> 00:26:04: happen,

00:26:04 --> 00:26:08: Alexandra. So I've noticed

00:26:08 --> 00:26:10: that a couple of my neighbors have been able to

00:26:10 --> 00:26:13: sell their homes at a higher rate than we've ever

00:26:13 --> 00:26:13: seen before.

00:26:13 --> 00:26:17: So if you looked at our pre 2020 median home

00:26:17 --> 00:26:18: sale,

00:26:18 --> 00:26:23: price was somewhere between maybe seventy \$550,000.

00:26:23 --> 00:26:26: The house 2 doors away from me for 235 which

00:26:26 --> 00:26:29: is great for the people who are interested in selling

00:26:29 --> 00:26:30: right now.

00:26:30 --> 00:26:36: Downside is the land that's for Sale by private private

00:26:36 --> 00:26:36: owners.

00:26:37 --> 00:26:41: It's all being priced at like \$50,000 for individual lots.

00:26:41 --> 00:26:45: Sorry, \$60,000 individual lots and \$140,000 or more for the

00:26:45 --> 00:26:50: more mixed use lots and this is hindering our ability,

00:26:50 --> 00:26:54: not just our ability but anyone's ability to.

00:26:54 --> 00:26:56: The purchase those pieces of land and then develop them

00:26:56 --> 00:26:59: because the rate of develop the price of developments

00:26:59 --> 00:27:00: already

00:26:59 --> 00:27:00: so high in Philadelphia.

00:27:00 --> 00:27:02: So when you have overpriced,

00:27:02 --> 00:27:06: haven't overpriced piece of vacant land,

00:27:06 --> 00:27:08: it means that nothing is going to change there.

00:27:12 --> 00:27:14: Wow, and I'm. Gonna let you go but I just

00:27:15 --> 00:27:18: just when I think about you know the increasing prices.



00:27:18 --> 00:27:21: My mind automatically goes to the increasing price of the  
00:27:21 --> 00:27:24: House and what that means for a homeowner.  
00:27:24 --> 00:27:26: But it's really then at the beginning of the pipeline  
00:27:26 --> 00:27:29: of what it means to to build something when home  
00:27:29 --> 00:27:31: prices in or when land prices in the area are  
00:27:31 --> 00:27:34: going up. So just an interesting insight that as you  
00:27:34 --> 00:27:34: were saying,  
00:27:34 --> 00:27:36: it just hit differently. I'm sorry,  
00:27:36 --> 00:27:37: go ahead Carrie.  
00:27:38 --> 00:27:40: I was going to say to,  
00:27:40 --> 00:27:43: you know, we do a lot of work in neighborhoods  
00:27:43 --> 00:27:44: that are seeing.  
00:27:44 --> 00:27:47: Astronomical rise in the property value.  
00:27:47 --> 00:27:50: Like Sharswood, we're starting to see that also in parts  
00:27:50 --> 00:27:54: of Strawberry mansion and in other parts of North  
Philadelphia.  
00:27:54 --> 00:27:55: So when we're you know,  
00:27:55 --> 00:27:59: some of the homes that we do repair preservation work  
00:27:59 --> 00:27:59: too.  
00:27:59 --> 00:28:02: You have homeowners who are making 1015%  
00:28:02 --> 00:28:06: of area median income, owning their home outright.  
00:28:06 --> 00:28:11: There's you know half \$1,000,000 or \$450,000 home being  
built  
00:28:11 --> 00:28:12: next door.  
00:28:12 --> 00:28:15: So of course the property value is rising.  
00:28:15 --> 00:28:17: You know, it might be a good thing if it's  
00:28:17 --> 00:28:18: ready.  
00:28:18 --> 00:28:20: If you're ready for sale,  
00:28:20 --> 00:28:24: but we're finding that sometimes even the tax relief programs  
00:28:24 --> 00:28:27: are not enough to really support folks,  
00:28:27 --> 00:28:31: especially given the needs of just continued life.  
00:28:31 --> 00:28:36: And, you know, basic needs and very low incomes.  
00:28:36 --> 00:28:40: So it feels you know it's it's really.  
00:28:40 --> 00:28:43: Terribly financially burdensome on people.  
00:28:43 --> 00:28:44: And then there's also sort of,  
00:28:44 --> 00:28:47: you know the feeling of we weathered the storm,  
00:28:47 --> 00:28:49: and we've been here. You know.  
00:28:49 --> 00:28:51: Investing and in this neighborhood,  
00:28:51 --> 00:28:55: and you know where the vibrant foundation for it.  
00:28:55 --> 00:28:58: There's also sort of a bit of cultural.  
00:28:58 --> 00:29:00: Added layer to that as well,  
00:29:00 --> 00:29:03: but also on the flip side.  
00:29:03 --> 00:29:08: You know, we also newly built homes over like along

00:29:08 --> 00:29:13: N 16th Street where we we calculate affordability with taxes,  
00:29:13 --> 00:29:17: insurance and mortgage payment. When we do that.  
00:29:17 --> 00:29:22: But the the homes were right after being built were  
00:29:22 --> 00:29:26: assessed by the city at double what they were pre  
00:29:26 --> 00:29:27: built.  
00:29:27 --> 00:29:33: Doubling people's mortgages when their tax abatement  
subsidies or goes  
00:29:33 --> 00:29:33: away,  
00:29:33 --> 00:29:36: and but those folks aren't able to realize that from  
00:29:36 --> 00:29:38: the market if they were to sell,  
00:29:38 --> 00:29:41: so we had to work with the city and do  
00:29:41 --> 00:29:44: a lot of advocacy and work to make sure that  
00:29:44 --> 00:29:48: because those folks can't realize that from the market they  
00:29:48 --> 00:29:51: shouldn't be assessed at the same rate,  
00:29:51 --> 00:29:53: but there's not a automatic trigger for that,  
00:29:53 --> 00:29:57: so I really do worry that if someone isn't paying  
00:29:57 --> 00:29:58: attention.  
00:29:58 --> 00:29:59: And in working with homeowners,  
00:29:59 --> 00:30:03: I don't know how as an individual homeowner,  
00:30:03 --> 00:30:05: I would have the wherewithal to know that and to  
00:30:05 --> 00:30:06: fight it.  
00:30:06 --> 00:30:09: So there needs to be more automatic sort of triggers.  
00:30:09 --> 00:30:13: What the reality is of what people can extract if  
00:30:13 --> 00:30:16: they choose to sell so two different parts of the  
00:30:16 --> 00:30:20: the life cycle of of the home ownership it affects.  
00:30:23 --> 00:30:25: It relaxed and it makes me think about your role  
00:30:25 --> 00:30:27: and as a housing counselor in the last session.  
00:30:27 --> 00:30:30: We had a lot of discussion about how important and  
00:30:30 --> 00:30:33: how critical housing counselors are and how it's not just  
00:30:33 --> 00:30:35: about that entry point,  
00:30:35 --> 00:30:36: but there's a broader so.  
00:30:36 --> 00:30:38: So if you could just kind of speak to to  
00:30:38 --> 00:30:38: that if it  
00:30:38 --> 00:30:42: yeah, yeah, of Michael very well pointed out.  
00:30:42 --> 00:30:45: We are at the park front of leading with with  
00:30:45 --> 00:30:47: a lot of these issues,  
00:30:47 --> 00:30:49: not only from meeting one on one with this,  
00:30:49 --> 00:30:51: with many of the consumers that are,  
00:30:51 --> 00:30:53: I do have to say that we see.  
00:30:53 --> 00:30:55: People coming on both at both sides of the spectrum  
00:30:55 --> 00:30:58: and I will talk more about that in a second,  
00:30:58 --> 00:31:02: but immediately we are at court every Tuesday at at

00:31:02 --> 00:31:06: rural returnable hearings just trying to capture and help the  
00:31:06 --> 00:31:11: needs of those distressed homeowners who are now being  
faced  
00:31:11 --> 00:31:15: with the challenge and the possibility of losing their home  
00:31:15 --> 00:31:18: over property taxes and understanding that some of them  
have.  
00:31:18 --> 00:31:21: This is an issue that some of them have never  
00:31:21 --> 00:31:23: had to deal with before in sections of.  
00:31:23 --> 00:31:27: Ignore it, uh, across North Philadelphia West,  
00:31:27 --> 00:31:29: Philadelphia, South Philadelphia back in the day,  
00:31:29 --> 00:31:31: the city, for example, had the program of of the  
00:31:31 --> 00:31:32: dollar home.  
00:31:32 --> 00:31:33: It will get a home for a dollar and then  
00:31:33 --> 00:31:35: you will have to keep up with the home.  
00:31:35 --> 00:31:37: So I had several clients,  
00:31:37 --> 00:31:40: for example, that lived along Diamond Street and that came  
00:31:40 --> 00:31:43: to me prior to the pandemic because all of a  
00:31:43 --> 00:31:47: sudden the property values had significantly increased and  
I'm what  
00:31:47 --> 00:31:49: I'm talking about when I say significantly,  
00:31:49 --> 00:31:52: I'm talking about quadrupled from one year to the next.  
00:31:52 --> 00:31:56: So you're talking about. Someone who is on a on  
00:31:56 --> 00:32:00: on on a fixed income may be less than \$12,000  
00:32:00 --> 00:32:04: per year who's never had to deal with a situation  
00:32:04 --> 00:32:07: like this who's never had to think about this issue  
00:32:07 --> 00:32:10: before and all of a sudden you're telling them that  
00:32:10 --> 00:32:13: they have to pay upwards of 6000 seven,  
00:32:13 --> 00:32:16: \$1000 per year within the context of this case that  
00:32:16 --> 00:32:20: I'm sharing is half or more than half percent of  
00:32:20 --> 00:32:21: their yearly income,  
00:32:21 --> 00:32:26: so the city. As as it has been very well  
00:32:26 --> 00:32:27: pointed out.  
00:32:27 --> 00:32:31: Has implemented some programs to assist and to provide  
relief  
00:32:31 --> 00:32:33: for these families,  
00:32:33 --> 00:32:35: such as the owner occupied payment agreement,  
00:32:35 --> 00:32:40: and the longtime owner occupied a payment agreement as  
well  
00:32:40 --> 00:32:44: for folks who have seen a significant increase of more  
00:32:44 --> 00:32:45: than 50%  
00:32:45 --> 00:32:47: from one year to the next for the past two  
00:32:47 --> 00:32:48: years,  
00:32:48 --> 00:32:51: the loop program has been kind of dormant as because

00:32:51 --> 00:32:54: assessments have not been a norm for the past years,  
00:32:54 --> 00:32:56: but as we transition out of the pandemic,  
00:32:56 --> 00:32:58: then we we're starting to see.  
00:32:58 --> 00:33:01: Again, we're back in court.  
00:33:01 --> 00:33:04: We're starting to see some of the trends coming back,  
00:33:04 --> 00:33:06: and when I said earlier that I,  
00:33:06 --> 00:33:09: I see clients and on both sides of the spectrum,  
00:33:09 --> 00:33:12: we're talking about guest folks who are unable to keep  
00:33:12 --> 00:33:14: up with what's happening on the neighborhood.  
00:33:14 --> 00:33:18: Here I am. I've been a resident of this neighborhood  
00:33:18 --> 00:33:19: for maybe 2025 years,  
00:33:19 --> 00:33:21: 30 years, maybe 4 generations,  
00:33:21 --> 00:33:23: and all of a sudden again I I can't keep  
00:33:23 --> 00:33:26: up and they're doing new construction and the new people  
00:33:26 --> 00:33:29: who are moving in have already an advantage over.  
00:33:29 --> 00:33:31: Me because they come these houses.  
00:33:31 --> 00:33:33: If it is new construction then it has a 10  
00:33:33 --> 00:33:37: year tax abatement and and and and that's different story.  
00:33:37 --> 00:33:41: But then we're also seeing folks on the other side  
00:33:41 --> 00:33:45: of the spectrum who would never seen themselves being a  
00:33:45 --> 00:33:49: approached by someone else wanting to buy their house.  
00:33:49 --> 00:33:53: They've never had that problem before.  
00:33:53 --> 00:33:56: In terms of all of a sudden there is equity  
00:33:57 --> 00:33:59: and and and they get if I say that they  
00:34:00 --> 00:34:01: get 20 mailers per month,  
00:34:01 --> 00:34:03: that's that will be an understatement.  
00:34:03 --> 00:34:07: They get. There is a lot of correspondence being sent  
00:34:07 --> 00:34:08: out to this neighborhood.  
00:34:08 --> 00:34:11: To these people who are on what was formerly depressed  
00:34:11 --> 00:34:14: neighborhoods and then out of a sudden they live on  
00:34:14 --> 00:34:15: prime real estate.  
00:34:15 --> 00:34:19: And then there are people outside forces again trying to  
00:34:19 --> 00:34:22: buy those homes and hope that in hopes that they  
00:34:22 --> 00:34:26: can redevelop and and we're helping those individuals and  
family  
00:34:26 --> 00:34:29: also and educating them in when it comes to the  
00:34:29 --> 00:34:33: rights and and and the decisions and how to manage  
00:34:33 --> 00:34:36: and take some decisions about around this asset.  
00:34:36 --> 00:34:38: It's all about wealth creation,  
00:34:38 --> 00:34:42: but also wealth preservation. This is a family home.  
00:34:42 --> 00:34:46: Again, Philadelphia has a history of ownership and black  
ownership  
00:34:46 --> 00:34:47: is specifically,

00:34:47 --> 00:34:51: so we want this asset to to to be to  
00:34:51 --> 00:34:53: be a source.  
00:34:53 --> 00:34:56: Of wealth for these families as well,  
00:34:56 --> 00:34:58: and and remain a source of wealth.  
00:35:01 --> 00:35:05: Well, so So what I'm hearing sounds like there's there's  
00:35:05 --> 00:35:07: an opportunity and a gap so I'm going to ask  
00:35:07 --> 00:35:10: you guys to maybe just imagine a little bit I  
00:35:10 --> 00:35:11: did. I wanted you to cut.  
00:35:11 --> 00:35:14: You also talk about some partnerships that you're engaged  
and  
00:35:14 --> 00:35:17: you've mentioned a few of them but but this to  
00:35:17 --> 00:35:20: me and it feels like when you're talking about households  
00:35:20 --> 00:35:23: who have been holding on have been in their spaces  
00:35:23 --> 00:35:24: for years,  
00:35:24 --> 00:35:26: and now we're seeing like you said,  
00:35:26 --> 00:35:29: no one's been making offers and there hasn't hasn't been  
00:35:29 --> 00:35:29: equity.  
00:35:29 --> 00:35:34: What is there's definitely? A benefit for programs like moving  
00:35:34 --> 00:35:37: to prevent you from losing your house,  
00:35:37 --> 00:35:38: but is there a, uh,  
00:35:38 --> 00:35:44: an opportunity that's being missed to enable people to  
capitalize  
00:35:44 --> 00:35:47: on what's happening and stay?  
00:35:47 --> 00:35:49: If you were to design design a program to think  
00:35:49 --> 00:35:50: about and deal with those issues,  
00:35:50 --> 00:35:52: who would be involved, what,  
00:35:52 --> 00:35:53: what? What might it look like?  
00:35:53 --> 00:35:56: How could a solution exist in in that?  
00:35:56 --> 00:35:58: In that gap, and this is just,  
00:35:58 --> 00:36:01: you know. This is just your your your opinions here  
00:36:01 --> 00:36:03: asking you to imagine a bit.  
00:36:08 --> 00:36:09: Maybe I'll take, I'll take.  
00:36:09 --> 00:36:12: I'll take a swing at a swing at that.  
00:36:12 --> 00:36:14: You know when I go out and I talk to  
00:36:14 --> 00:36:16: legal services programs in other cities,  
00:36:16 --> 00:36:20: one of the things which they're always jealous of Philadelphia  
00:36:20 --> 00:36:24: about is that we've got a really strong network of  
00:36:24 --> 00:36:29: community based housing counseling agencies like the  
Urban League Philadelphia,  
00:36:29 --> 00:36:35: but there's two dozen other community based housing  
counseling agencies  
00:36:35 --> 00:36:36: that,  
00:36:36 --> 00:36:41: together with the community development corporations and

with the registered  
community organizations.  
Provide really localized sort doorways into a range of  
programs,  
so I think like any program or to to store  
like help,  
particular geographic based neighborhoods have got to  
involve the housing  
counseling agencies as a as a piece of this Rachael  
meadows in the chat had talked about sort of neighborhood  
wide secession planning, and I think that there's something  
to  
that a couple of years ago a Community legal services.  
In connection with Strawberry Mansion,  
CDC and some other community based organizations,  
took a real close focus on Strawberry Mansion  
neighborhoods,  
brewerytown sharswood, and then to the South of Grace  
Ferry  
in Point Breeze and using a somewhat sophisticated data  
analysis.  
Well sophisticated for legal services,  
we're able to identify by name and address the the  
hundreds of seniors.  
Age 60 and above, who were delinquent in their property  
taxes,  
who were not in payment agreements and in connection with  
DHCD and the community organizations you know,  
we, we implemented a program where we have about a  
dozen different touches.  
So the housing counseling agencies would go out and knock  
on doors.  
The the legal services would would represent clients in  
tangled  
title issues,  
so others would be in court to meet with the  
seniors.  
And we had a, you know,  
a significant. Effect in sort of connecting seniors with these  
programs.  
So this idea of of sort of pouring in like  
a ton of resources into communities and working with local  
partners is not unheard of,  
and it's it's doable. I think part of the problem

00:38:32 --> 00:38:38: is that our neighborhoods are transitioning so quickly that staying  
00:38:38 --> 00:38:41: ahead of it is can be difficult,  
00:38:41 --> 00:38:45: like you know. I think I'll stop there.  
00:38:51 --> 00:38:51: Carousel  
00:38:51 --> 00:38:52: that you were not in.  
00:38:52 --> 00:38:54: Did you want to add something there?  
00:38:56 --> 00:38:59: No, I mean, we've worked with some organizations that were  
00:38:59 --> 00:39:01: starting to like literally do that knocking on doors.  
00:39:01 --> 00:39:03: And I do agree. I mean,  
00:39:03 --> 00:39:06: you need sort of intervention at each step of the  
00:39:07 --> 00:39:07: lifecycle.  
00:39:07 --> 00:39:10: So for or each facet of the issues.  
00:39:10 --> 00:39:14: So I think supporting people in the repair work.  
00:39:14 --> 00:39:16: But then at the same time securing that asset so  
00:39:17 --> 00:39:20: that people have agency over where it goes and getting  
00:39:20 --> 00:39:21: them into payment plans.  
00:39:23 --> 00:39:26: You know happening in tandem is a really smart way  
00:39:27 --> 00:39:29: to do it in a great opportunity for people to  
00:39:29 --> 00:39:30: do it.  
00:39:30 --> 00:39:31: Sort of all at once.  
00:39:31 --> 00:39:34: The one thing that we've struggled with a little bit  
00:39:34 --> 00:39:38: at Habitat is not making another barrier to getting a  
00:39:38 --> 00:39:39: piece of it,  
00:39:39 --> 00:39:42: so you know, talking when we look at,  
00:39:42 --> 00:39:45: like for instance, should we require,  
00:39:45 --> 00:39:48: you know, requiring people to get their will done and  
00:39:48 --> 00:39:51: and or go through a piece of something else.  
00:39:51 --> 00:39:54: Some other kind of counseling while we're doing repairs.  
00:39:54 --> 00:39:58: Then you know we're we're working with a vulnerable  
population,  
00:39:58 --> 00:40:01: and so do we want to create another barrier?  
00:40:01 --> 00:40:04: So we've we've. We've struggled with that.  
00:40:04 --> 00:40:06: Tension between trying to get all the things you need  
00:40:06 --> 00:40:08: to be more stable at the same time,  
00:40:08 --> 00:40:13: but also not not creating inadvertently another barrier that  
someone  
00:40:13 --> 00:40:13: is like.  
00:40:13 --> 00:40:15: Not, it's not going to work right now.  
00:40:18 --> 00:40:21: Alexandra, we have talked in in our prep call just  
00:40:21 --> 00:40:24: about the experiences of your neighbors,  
00:40:24 --> 00:40:26: your your neighborhood. You know what it means.  
00:40:26 --> 00:40:29: I'm kind of touching back to so in the beginning

00:40:29 --> 00:40:31: we talked about Tangled title.

00:40:31 --> 00:40:32: If you're thinking about neighborhood,

00:40:32 --> 00:40:35: that's you know, going through its challenges in the city

00:40:36 --> 00:40:37: that is rapidly appreciating,

00:40:37 --> 00:40:41: but you don't necessarily have access to to maneuver because

00:40:41 --> 00:40:44: you're not 'cause because you don't have a clear title.

00:40:44 --> 00:40:48: Can you just describe what that experience looks like for

00:40:48 --> 00:40:50: for those that you've been in contact with?

00:40:50 --> 00:40:51: Sure,

00:40:51 --> 00:40:54: so. I actually so I when I hear the number

00:40:54 --> 00:40:57: 10,000 tangled titles in Philadelphia,

00:40:57 --> 00:41:01: I actually wonder if that's a gross understatement,

00:41:01 --> 00:41:04: because for instance I mentioned the House for the east

00:41:04 --> 00:41:05: of me is vacant.

00:41:05 --> 00:41:08: Partially it's vacant because the older man who owned it,

00:41:08 --> 00:41:10: he didn't purchase it with his wife,

00:41:10 --> 00:41:14: whose niece inherited their home 2 doors down.

00:41:14 --> 00:41:19: So now she's trying to untangle that house.

00:41:19 --> 00:41:22: My house, the one that I'm currently sitting in,

00:41:22 --> 00:41:25: has a tangled title so you know my grandparents bought

00:41:25 --> 00:41:25: their home.

00:41:25 --> 00:41:28: They got divorced. They still owned their home.

00:41:28 --> 00:41:33: They died. Their four kids would have inherited it.

00:41:33 --> 00:41:36: Three of those kids died,

00:41:36 --> 00:41:39: so now there's like 15 people who are.

00:41:39 --> 00:41:43: Errors, one of which has one one fourth share.

00:41:43 --> 00:41:48: I've been there. 1/3 share because one died before.

00:41:48 --> 00:41:51: It's you see how it's like a huge math problem,

00:41:51 --> 00:41:55: right? And so we are working with an attorney to,

00:41:55 --> 00:41:57: you know, to get through this process,

00:41:57 --> 00:41:59: but I also you know I have a master in

00:42:00 --> 00:42:01: public administration.

00:42:01 --> 00:42:04: I've been working community development for four years.

00:42:04 --> 00:42:07: You would think this wouldn't happen to me,

00:42:07 --> 00:42:10: right? A person who has all of this knowledge and

00:42:10 --> 00:42:12: all of these connections.

00:42:12 --> 00:42:14: And yet? So it's really hard for me to get

00:42:15 --> 00:42:18: through or in this case my mother to get through.

00:42:18 --> 00:42:20: How difficult must it be for other neighbors who are

00:42:20 --> 00:42:22: not as well resources?

00:42:22 --> 00:42:24: I am similarly tide to this.



00:42:24 --> 00:42:26: We cannot ensure our home right?  
00:42:26 --> 00:42:28: So you don't have access to it.  
00:42:28 --> 00:42:30: The title the home is paid off,  
00:42:30 --> 00:42:32: but you cannot insure the home so you can't protect  
00:42:32 --> 00:42:33: the asset.  
00:42:33 --> 00:42:36: So there's this risk of how much can you do  
00:42:37 --> 00:42:38: to the home.  
00:42:38 --> 00:42:39: Like right now how much?  
00:42:39 --> 00:42:41: How many repairs can you put into the home?  
00:42:41 --> 00:42:44: And this is true of so many of my neighbors,  
00:42:44 --> 00:42:45: right? So many houses are vacant.  
00:42:45 --> 00:42:47: Not just because of predatory developers,  
00:42:47 --> 00:42:49: but because people just don't.  
00:42:49 --> 00:42:52: It's unclear who owns the property,  
00:42:52 --> 00:42:55: who should be putting things into it like we're having  
00:42:55 --> 00:42:57: this problem right now with our kitchen.  
00:42:57 --> 00:42:59: Our dishwasher just went two days ago.  
00:42:59 --> 00:43:01: Please save some kind thoughts for us,  
00:43:01 --> 00:43:04: but. We have to fix the floor and we have  
00:43:04 --> 00:43:06: to redo the cabinets and you know to make sure  
00:43:06 --> 00:43:08: that the dishwasher goes in.  
00:43:08 --> 00:43:11: So let's look at \$10,000 repair.  
00:43:11 --> 00:43:14: Do we put money into an asset that at any  
00:43:14 --> 00:43:17: moment could have some sort of water damage or fire  
00:43:18 --> 00:43:18: damage?  
00:43:18 --> 00:43:23: Or may have to be sold for our our?  
00:43:23 --> 00:43:27: To split the asset amongst our other the other errors,  
00:43:27 --> 00:43:31: this is the sort of calculation that everyone is making  
00:43:31 --> 00:43:34: and people let homes fall apart because of this.  
00:43:34 --> 00:43:37: So that's why I wondered that the.  
00:43:37 --> 00:43:39: That the 10,000 because, again,  
00:43:39 --> 00:43:41: I'm just talking to this street right?  
00:43:41 --> 00:43:43: I can I can point to three houses on this  
00:43:43 --> 00:43:44: street with that problem.  
00:43:44 --> 00:43:48: And there's 40 streets in my neighborhood,  
00:43:48 --> 00:43:49: so if that's the case and I have a very,  
00:43:49 --> 00:43:52: very East Parkside is extremely tiny,  
00:43:52 --> 00:43:53: so if that's the case here,  
00:43:53 --> 00:43:55: what must be happening in places with,  
00:43:55 --> 00:43:58: you know, large populations? Also,  
00:43:58 --> 00:44:01: you know we have a lot of a lot of.  
00:44:01 --> 00:44:05: People whose families now are smaller but you know

neighbors  
00:44:05 --> 00:44:07: who had six kids in the 60s,  
00:44:07 --> 00:44:09: right? And then those kids have three kids each,  
00:44:09 --> 00:44:11: and so you look at this,  
00:44:11 --> 00:44:12: the amount of the. Again,  
00:44:12 --> 00:44:15: the math homework, the math problem that has to be  
00:44:15 --> 00:44:17: done to distribute the assets,  
00:44:17 --> 00:44:19: and most people don't want to do it.  
00:44:21 --> 00:44:22: Yeah, it's complicated and it's expensive,  
00:44:22 --> 00:44:23: right? Like I think Michael,  
00:44:23 --> 00:44:26: you can kind of speak to how you know the  
00:44:26 --> 00:44:29: city and in your organization have been kind of working  
00:44:29 --> 00:44:31: to help people because you know,  
00:44:31 --> 00:44:34: I assume Alexandra, you might not necessarily be eligible for  
00:44:34 --> 00:44:35: the help.  
00:44:35 --> 00:44:35: That  
00:44:36 --> 00:44:39: funny. You should mention that I've right I I'm not  
00:44:39 --> 00:44:40: eligible.  
00:44:40 --> 00:44:43: I found that don't know how I have very little  
00:44:43 --> 00:44:46: wealth but I have a relatively high income.  
00:44:46 --> 00:44:49: And it's like, well, you know I'm I'm paying back  
00:44:49 --> 00:44:50: student loans,  
00:44:50 --> 00:44:53: right? Like not right the 2nd but you know,  
00:44:53 --> 00:44:56: in general I'm paying back student loans so I can't.  
00:44:56 --> 00:45:00: Send money to an attorney.  
00:45:00 --> 00:45:02: I think it's ours is going to cost maybe like  
00:45:02 --> 00:45:04: \$10,000 to get everything processed.  
00:45:04 --> 00:45:05: Assuming that everything runs very,  
00:45:05 --> 00:45:09: very smoothly and it's we're lucky that we have some  
00:45:10 --> 00:45:11: assets to do this,  
00:45:11 --> 00:45:13: but. That's a lot  
00:45:13 --> 00:45:14: of money.  
00:45:15 --> 00:45:18: You can taste real quick comment on the cost question  
00:45:18 --> 00:45:21: because Alexander as you know so well and as Octavia  
00:45:21 --> 00:45:23: as your as Pew wrote about last summer,  
00:45:23 --> 00:45:26: the simple probate case like the simple case where all  
00:45:27 --> 00:45:30: the errors are known and cooperative and you know simple  
00:45:30 --> 00:45:34: is cost about \$9000 and a community legal services.  
00:45:34 --> 00:45:37: We sort of take on the more difficult ones,  
00:45:37 --> 00:45:39: the the clients whose as Andrew mentioned,  
00:45:39 --> 00:45:42: you know there's cousins involved and there's and there's  
family

00:45:42 --> 00:45:43: members we don't.  
00:45:43 --> 00:45:45: We don't know where they are involved in.  
00:45:45 --> 00:45:46: Some of them are cooperative and some of them need  
00:45:46 --> 00:45:47: to be sort of like.  
00:45:47 --> 00:45:52: Had some counseling and looking at the the the numbers  
00:45:52 --> 00:45:57: recently on average it takes 65 hours to untangle a  
00:45:57 --> 00:46:02: tangled title and I don't think we're at the solutions  
00:46:02 --> 00:46:05: part yet, but I'll tell you one really great solution  
00:46:05 --> 00:46:08: that the city of Philadelphia has has embarked upon is  
00:46:08 --> 00:46:11: this with the the Neighborhood Preservation Initiative bond,  
00:46:11 --> 00:46:13: the \$400 million bond that was securitized with 1%  
00:46:13 --> 00:46:16: impact fees. There's a piece of it which is going  
00:46:16 --> 00:46:18: towards tangled title and.  
00:46:18 --> 00:46:20: And Community legal services is going to be receiving some  
00:46:20 --> 00:46:20: of that.  
00:46:20 --> 00:46:22: The funding and we've got.  
00:46:22 --> 00:46:23: We've got a two prong approach.  
00:46:23 --> 00:46:26: We've got. The one is to continue to,  
00:46:26 --> 00:46:28: you know, increase in support the the,  
00:46:28 --> 00:46:31: the work that we're doing on behalf of homeowners with  
00:46:31 --> 00:46:32: tangled titles to untangle them,  
00:46:32 --> 00:46:34: to get them to keep the the home in the  
00:46:34 --> 00:46:35: family,  
00:46:35 --> 00:46:37: and to to get the record ownership into the names  
00:46:37 --> 00:46:38: of the errors.  
00:46:38 --> 00:46:42: But the other piece is to to get ahead of  
00:46:42 --> 00:46:46: this problem and to to start doing more wills and  
00:46:46 --> 00:46:48: estate planning.  
00:46:48 --> 00:46:50: You know, as Octavia mentioned at the top of the  
00:46:50 --> 00:46:51: the call,  
00:46:51 --> 00:46:53: not only is there a racial wealth gap in this  
00:46:53 --> 00:46:53: country,  
00:46:53 --> 00:46:58: but there's a huge will racial will gap where nationally,  
00:46:58 --> 00:47:00: when you look at folks you know seniors,  
00:47:00 --> 00:47:02: about 20% of black seniors have wills,  
00:47:02 --> 00:47:05: compared to 63% of white seniors.  
00:47:06 --> 00:47:09: And so if we can really make it just as  
00:47:09 --> 00:47:12: a part of of your life that you have a  
00:47:12 --> 00:47:12: will,  
00:47:12 --> 00:47:14: especially if you're a homeowner,  
00:47:14 --> 00:47:16: maybe we won't be having this conversation in five to  
00:47:17 --> 00:47:17: 10 years.

00:47:19 --> 00:47:20: Nappy room  
00:47:21 --> 00:47:24: yeah. If I can add something to that just touching  
00:47:24 --> 00:47:28: on a couple of subjects that we've been talking about  
00:47:28 --> 00:47:30: and going back to a property taxes,  
00:47:30 --> 00:47:34: I just wanna acknowledge that the city of Philadelphia will  
00:47:34 --> 00:47:37: let you go on a repayment plan even if you're  
00:47:37 --> 00:47:38: not the owner on record,  
00:47:38 --> 00:47:42: which then prevents you from being foreclosed on because  
of  
00:47:42 --> 00:47:43: property taxes.  
00:47:43 --> 00:47:45: As long as you make a commitment to make a  
00:47:45 --> 00:47:48: reasonable effort to transfer or to have the beat the  
00:47:48 --> 00:47:52: state raised and the deed transfer over to your name  
00:47:52 --> 00:47:54: within three years from the approval.  
00:47:54 --> 00:47:56: The city will try to work with you,  
00:47:56 --> 00:47:58: uh, as long as you can prove that you are  
00:47:58 --> 00:48:01: connected in some way to the owner on record.  
00:48:03 --> 00:48:04: Fuck that up there.  
00:48:05 --> 00:48:08: That's really helpful. I think I wanna,  
00:48:08 --> 00:48:11: as you mentioned, Michael like thinking about solutions like  
Carrie  
00:48:11 --> 00:48:13: and you have some some partnerships.  
00:48:13 --> 00:48:16: Do you guys have been engaged with with your  
organization?  
00:48:16 --> 00:48:18: And then I think to the extent you all can  
00:48:18 --> 00:48:22: talk about just some untapped opportunities for partnership  
things that  
00:48:22 --> 00:48:23: we could be doing in the city,  
00:48:23 --> 00:48:25: that may not be happening or that we could expand  
00:48:25 --> 00:48:26: and replicate.  
00:48:26 --> 00:48:27: But starting with you, Carrie?  
00:48:29 --> 00:48:31: I think you're referring to our repair preservation,  
00:48:31 --> 00:48:35: so preserving the the actual asset itself.  
00:48:35 --> 00:48:36: We have a, you know,  
00:48:36 --> 00:48:40: we have a myriad of partnerships folks that we've worked  
00:48:40 --> 00:48:42: with on providing services,  
00:48:42 --> 00:48:45: but that I think like currently we have a bunch  
00:48:45 --> 00:48:49: of health partnerships because healthcare has the money to  
be  
00:48:49 --> 00:48:53: providing providing enough funding for some considerable  
repairs,  
00:48:53 --> 00:48:56: and you know they're trying to have a return on  
00:48:56 --> 00:48:58: their investment or or protect,

00:48:58 --> 00:49:00: you know. Lower health care costs,  
00:49:00 --> 00:49:04: so I think there's a real opportunity right now with  
00:49:04 --> 00:49:10: sort of the mainstream conversation going on around social  
determinants  
00:49:10 --> 00:49:11: of health.  
00:49:11 --> 00:49:15: And interestingly, those so through some of the health  
partnerships  
00:49:15 --> 00:49:18: that we've had and maintained both.  
00:49:18 --> 00:49:21: It's coming from that preventative care side directly from the  
00:49:21 --> 00:49:22: health care partner.  
00:49:22 --> 00:49:24: But they've also, you know,  
00:49:24 --> 00:49:27: we're brokering a partnership right now with both Jefferson  
and  
00:49:27 --> 00:49:28: Chap,  
00:49:28 --> 00:49:33: where both have had also just private investors looking to  
00:49:33 --> 00:49:35: to fund network so.  
00:49:35 --> 00:49:40: And then also just collaborative approaches with multiple  
service providers.  
00:49:40 --> 00:49:41: And I know Lisk is on this call,  
00:49:41 --> 00:49:45: they've been a wonderful convener trying to make you know,  
00:49:45 --> 00:49:48: make it work with multiple providers of repairs in a  
00:49:48 --> 00:49:49: home.  
00:49:49 --> 00:49:51: But what we found is.  
00:49:51 --> 00:49:55: You really need a third party like list to both  
00:49:55 --> 00:49:59: sort of own and create help create a system and  
00:49:59 --> 00:50:00: a program,  
00:50:00 --> 00:50:03: but also you can have the service providers being sort  
00:50:03 --> 00:50:05: of the managers,  
00:50:05 --> 00:50:08: the project managers because it's really been difficult to be  
00:50:08 --> 00:50:11: the doer and coordinate across multiple agencies.  
00:50:11 --> 00:50:15: So you really need that outside coordination and I know  
00:50:15 --> 00:50:18: that at the state level there is a realization that  
00:50:18 --> 00:50:21: that that outside third part party coordination.  
00:50:21 --> 00:50:25: And filling gaps is really vital to making some of  
00:50:25 --> 00:50:26: this layered work happen,  
00:50:26 --> 00:50:29: and so I think it's called the whole whole whole  
00:50:29 --> 00:50:33: home repair fund is looking to be sort of authorized  
00:50:33 --> 00:50:36: at the state to fill that in different municipalities.  
00:50:40 --> 00:50:43: Thanks, Carrie, anybody else has to have partnerships that  
you  
00:50:43 --> 00:50:44: think are working well.  
00:50:46 --> 00:50:51: Yeah, just uh, I'm I'm just this time again.  
00:50:51 --> 00:50:53: The role of housing counseling agency,

00:50:53 --> 00:50:57: disseminating information we we have have several partnerships in place,

00:50:57 --> 00:51:02: including one with Philadelphia with Pennsylvania Housing Finance Agency and

00:51:02 --> 00:51:06: for example they have a product that can help you.

00:51:06 --> 00:51:10: Complete repairs in the House Energy repairs related to energy

00:51:11 --> 00:51:11: efficiency,

00:51:11 --> 00:51:14: and we're coming to find out that not a lot

00:51:14 --> 00:51:17: of people know that this product is out there and

00:51:17 --> 00:51:19: that the interest rate on that,

00:51:19 --> 00:51:20: for example, is very low.

00:51:20 --> 00:51:23: So we are playing against the role of connector or

00:51:23 --> 00:51:27: connectors and just making sure their clients know and understand

00:51:27 --> 00:51:29: whether they decide to take it or not,

00:51:29 --> 00:51:31: whether they decide to proceed or not,

00:51:31 --> 00:51:32: those that information is there,

00:51:32 --> 00:51:36: and just in a advocacy.

00:51:36 --> 00:51:40: Role of educators and policy advisers.

00:51:40 --> 00:51:45: We're working with with several legislators and in in trying

00:51:45 --> 00:51:49: to come up with more comprehensive policy around the need

00:51:49 --> 00:51:53: for home repairs and affordable home repair loans.

00:51:53 --> 00:51:56: That's one of the main issues right now.

00:52:01 --> 00:52:02: Anybody

00:52:02 --> 00:52:03: else want to chime in on that?

00:52:03 --> 00:52:05: We're actually getting close to our time for Q&A,

00:52:05 --> 00:52:09: so if if not, I can ask you just one

00:52:09 --> 00:52:11: final question.

00:52:11 --> 00:52:14: So what is if there were?

00:52:14 --> 00:52:17: One or two things that you wish government or policies

00:52:17 --> 00:52:20: that they knew or they kept in mind when developing

00:52:20 --> 00:52:20: programs,

00:52:20 --> 00:52:24: address home repairs or homeowners,

00:52:24 --> 00:52:27: homeownership, preservation. What do you wish they knew like what's

00:52:27 --> 00:52:30: what's really important for them to keep in mind when

00:52:30 --> 00:52:32: they're thinking about policy and programs?

00:52:34 --> 00:52:36: Alexander, you look like you want to speak.

00:52:36 --> 00:52:39: Yes no. I do

00:52:39 --> 00:52:43: and I also there's there's there's feeling down to two

00:52:43 --> 00:52:44: things like.

00:52:44 --> 00:52:47: I think if if government understood.

00:52:47 --> 00:52:51: The barrier to entry. For this like they,  
00:52:51 --> 00:52:55: they put these regulations or this red tape here.  
00:52:55 --> 00:52:58: It's also very easy to steal someones house right?  
00:52:58 --> 00:53:00: So like it's very easy to steal someones house,  
00:53:00 --> 00:53:02: but it's very difficult to keep someone in their house.  
00:53:02 --> 00:53:06: And. There are all of these.  
00:53:06 --> 00:53:10: Things that keep people from being able to,  
00:53:10 --> 00:53:12: you know, do the big renovations that would make their  
00:53:12 --> 00:53:14: house safer them like so we had this.  
00:53:14 --> 00:53:16: I got it. There we go.  
00:53:16 --> 00:53:18: We had this shelter in place.  
00:53:18 --> 00:53:21: Order two years ago in the pandemic began.  
00:53:21 --> 00:53:24: It is unfair to ask people to shelter in place  
00:53:24 --> 00:53:26: in homes that are not safe.  
00:53:26 --> 00:53:29: So. We saw, you know people were had food insecurity,  
00:53:29 --> 00:53:32: energy and security. Their homes had black mold.  
00:53:32 --> 00:53:36: They they have asbestos. They have lead.  
00:53:36 --> 00:53:38: They're not safe for them to live in and they  
00:53:38 --> 00:53:39: have no one to go to.  
00:53:39 --> 00:53:43: And people often want you to if you own your  
00:53:43 --> 00:53:43: home,  
00:53:43 --> 00:53:45: you've got to maybe put up a steak.  
00:53:45 --> 00:53:47: If you're getting a home equity loan or some other  
00:53:48 --> 00:53:48: thing,  
00:53:48 --> 00:53:50: you've got another bill coming in order to fix this  
00:53:50 --> 00:53:51: House,  
00:53:51 --> 00:53:54: and you don't have any new income because you're on  
00:53:54 --> 00:53:56: SSI or Social Security so.  
00:53:56 --> 00:53:59: Yes, you can fix up your house,  
00:53:59 --> 00:54:02: but if you're my 90 year old neighbor.  
00:54:02 --> 00:54:07: No you can't. So it's it's a the catch.  
00:54:07 --> 00:54:11: 22 is so absurd as to be intentional.  
00:54:15 --> 00:54:18: Echoing what Alexandra is sharing,  
00:54:18 --> 00:54:22: I think it is important than what's when some of  
00:54:22 --> 00:54:23: these products,  
00:54:23 --> 00:54:26: policies, services are being developed.  
00:54:26 --> 00:54:29: Uh, they have the UM,  
00:54:29 --> 00:54:33: they you, they they ultimate users need at stake and  
00:54:33 --> 00:54:35: that's something like,  
00:54:35 --> 00:54:38: for example, the Urban League.  
00:54:38 --> 00:54:40: We are very. Uhm, uhm?  
00:54:40 --> 00:54:44: Cautiously and religiously at the same time,

00:54:44 --> 00:54:49: relaying the message and the stories about our clients.  
00:54:49 --> 00:54:52: Just making sure that we are we're serving as that  
00:54:52 --> 00:54:56: bridge between private public sector and the ultimate user.  
00:54:56 --> 00:54:59: If you want to call it that.  
00:54:59 --> 00:55:02: And just now thinking that that's not thinking in terms  
00:55:02 --> 00:55:06: of of compartments or silos that that the policymakers are  
00:55:06 --> 00:55:07: on one one side,  
00:55:07 --> 00:55:09: and then the users are on this side.  
00:55:09 --> 00:55:12: And then there is a disconnect between the product that  
00:55:12 --> 00:55:15: you need and the product that is being developed.  
00:55:19 --> 00:55:22: Client carry on a different note.  
00:55:22 --> 00:55:23: I would add 2  
00:55:23 --> 00:55:28: less restrictive funding. Oftentimes, it's you know.  
00:55:28 --> 00:55:30: I think if you vet the organization more than who  
00:55:30 --> 00:55:32: you're giving funding to,  
00:55:32 --> 00:55:35: then sort of put the such tight restrictions on how  
00:55:35 --> 00:55:37: the funding be used.  
00:55:37 --> 00:55:40: It's been really hard to make sure that you're doing  
00:55:40 --> 00:55:43: the best work for the right people in each geography  
00:55:43 --> 00:55:47: 'cause there's so many restrictions when you when you get.  
00:55:47 --> 00:55:50: Specifically, I'm talking repair funding around.  
00:55:50 --> 00:55:52: Who's being served in what neighborhood,  
00:55:52 --> 00:55:55: and what can be addressed that we're all trying to  
00:55:55 --> 00:55:59: like figure it out rather than get the work done  
00:55:59 --> 00:56:01: that needs to be done.  
00:56:01 --> 00:56:02: So if it was more,  
00:56:02 --> 00:56:05: sort of. Flexible that could go into a pot to  
00:56:05 --> 00:56:07: serve all the needs.  
00:56:07 --> 00:56:10: That would be hugely helpful and more efficient,  
00:56:10 --> 00:56:10: far more efficient.  
00:56:13 --> 00:56:14: Great, how about you? Michael,  
00:56:15 --> 00:56:17: yeah, you know there's so much I could say here  
00:56:17 --> 00:56:19: and I think maybe I'll just choose one that hasn't  
00:56:19 --> 00:56:19: been touched on.  
00:56:19 --> 00:56:22: Except, you know, Galoni had mentioned this.  
00:56:22 --> 00:56:23: You know City is a Philadelphia,  
00:56:23 --> 00:56:27: Philadelphia is a city of neighborhoods like and and it's  
00:56:27 --> 00:56:28: often been said,  
00:56:28 --> 00:56:30: but it's more than the city of neighborhoods because within  
00:56:30 --> 00:56:33: the neighborhoods there's like different people listen to  
00:56:33 --> 00:56:36: different people,  
00:56:33 --> 00:56:36: right? And so 11 household.



00:56:36 --> 00:56:39: They get their information from their church and another person

00:56:39 --> 00:56:41: get their information from their committee person.

00:56:41 --> 00:56:44: Another person get their information from their housing counseling agency.

00:56:44 --> 00:56:46: They get the other person gets their information from their

00:56:46 --> 00:56:47: cousin or their aunt or somebody else,

00:56:47 --> 00:56:51: and so it's not enough to sort of just get

00:56:52 --> 00:56:54: the information out too.

00:56:54 --> 00:56:56: For the churches and the Barber shops,

00:56:56 --> 00:56:58: right, you also have to get the information out to

00:56:58 --> 00:56:59: the arccos and to the housing.

00:56:59 --> 00:57:02: Counseling agencies and and you know to the to the,

00:57:02 --> 00:57:04: to the, to all the different into the to the

00:57:04 --> 00:57:06: ward leaders and the committee people.

00:57:06 --> 00:57:09: And because the, uh, I mentioned earlier about a project

00:57:09 --> 00:57:12: that we had done to try to do some outreach

00:57:12 --> 00:57:15: and and we did door knocking but we didn't just

00:57:15 --> 00:57:18: do door knocking, right? We we had people we we

00:57:18 --> 00:57:21: did mailings and we had we did all these other

00:57:21 --> 00:57:24: things because there's no like silver bullet.

00:57:24 --> 00:57:25: There's no effort, terrible analogy.

00:57:25 --> 00:57:28: There's no one solution. There's no like one way to

00:57:28 --> 00:57:31: like reach people to come to get the information out,

00:57:31 --> 00:57:35: and it's so important that there's like a multiplicity of

00:57:35 --> 00:57:35: of touches,

00:57:35 --> 00:57:38: right that you try to talk to every to get

00:57:38 --> 00:57:42: the information out to everybody that you think might be

00:57:42 --> 00:57:44: in touch with with other folks.

00:57:46 --> 00:57:49: That's great, I mean. And definitely that resonates with me.

00:57:49 --> 00:57:52: I think we often think about how do we get

00:57:52 --> 00:57:55: to this group and we think about it.

00:57:55 --> 00:57:57: What's the you know? What's the single solution this group

00:57:57 --> 00:57:58: needs?

00:57:58 --> 00:58:00: This type of outreach, but you know the fact of

00:58:00 --> 00:58:01: the matter is,

00:58:01 --> 00:58:04: no community is a monolith and no community is

00:58:04 --> 00:58:05: communicating

00:58:04 --> 00:58:05: in the same ways,

00:58:05 --> 00:58:07: and so that's a that's a great point.

00:58:07 --> 00:58:08: And when it comes into you,

00:58:08 --> 00:58:11: sorry if I decide 30 seconds more is,

00:58:11 --> 00:58:13: you know, a lot of times folks want to,

00:58:13 --> 00:58:16: well, is it scalable? Well,  
00:58:16 --> 00:58:17: is it scale? I mean,  
00:58:17 --> 00:58:18: what does that mean? No,  
00:58:18 --> 00:58:20: you mean, can I? It worked this.  
00:58:20 --> 00:58:21: This thing worked in Cobbs Creek.  
00:58:21 --> 00:58:23: Therefore, can we do it in Kensington?  
00:58:23 --> 00:58:25: Well, not the same way.  
00:58:25 --> 00:58:26: Definitely not the same. You know,  
00:58:26 --> 00:58:28: it worked. It worked in Point Breeze.  
00:58:28 --> 00:58:30: Can we like and then we now do it in  
00:58:30 --> 00:58:30: Oxford Circle?  
00:58:30 --> 00:58:33: Well, you know the scalable to every neighborhood in the  
00:58:33 --> 00:58:33: city.  
00:58:33 --> 00:58:36: Well, not really. I mean it's we should.  
00:58:36 --> 00:58:39: We should do some efforts in different neighborhoods but not  
00:58:39 --> 00:58:40: the same effort.  
00:58:40 --> 00:58:42: I think that to me that ties back to Carrie's  
00:58:42 --> 00:58:45: earlier point about having flexibility where you can think  
00:58:45 --> 00:58:48: what are the needs that are happening in this place  
00:58:48 --> 00:58:50: and not necessarily needing to,  
00:58:50 --> 00:58:54: you know, stick with strict criteria that may not apply  
00:58:54 --> 00:58:55: across the board.  
00:58:55 --> 00:58:58: So we we've got 30 minutes left to do questions  
00:58:58 --> 00:59:02: and so I wanna actually toss to David Feltman to  
00:59:02 --> 00:59:02: kind of,  
00:59:02 --> 00:59:04: you know, move us into that,  
00:59:04 --> 00:59:06: that lane. Thank you so much and I kind of  
00:59:06 --> 00:59:08: want to get if you guys have one thing that  
00:59:08 --> 00:59:10: you haven't said before,  
00:59:10 --> 00:59:12: we go to questions, give me an opportunity to do  
00:59:12 --> 00:59:12: that.  
00:59:13 --> 00:59:15: Yeah, 'cause I already actually answered the first question.  
00:59:15 --> 00:59:17: I was going to ask that last discussion about how  
00:59:17 --> 00:59:19: to connect with people.  
00:59:19 --> 00:59:21: So go ahead Octavia.  
00:59:21 --> 00:59:24: Just anybody who has closing in case nobody asks that  
00:59:24 --> 00:59:26: I really want to make sure I say this.  
00:59:26 --> 00:59:29: Thoughts now is the time or then we we we  
00:59:29 --> 00:59:30: take our first question.  
00:59:33 --> 00:59:35: No takers, looks like the fields all yours David.  
00:59:38 --> 00:59:40: Thank you and thank you for this.

00:59:40 --> 00:59:44: Been an amazing discussion and great discussion both in the  
00:59:44 --> 00:59:46: in the chat as well.  
00:59:46 --> 00:59:49: I I want to take one prerogative because to expand  
00:59:49 --> 00:59:53: a little bit on something Carrie talked about,  
00:59:53 --> 00:59:55: I think it touched on Alexandria as well.  
00:59:55 --> 00:59:58: One of our Members CHOP has been a partner with  
00:59:58 --> 00:59:58: carrying.  
00:59:58 --> 01:00:00: They wanted to extend their apologies.  
01:00:00 --> 01:00:03: They had scheduling conflict, they couldn't attend to your  
01:00:03 --> 01:00:04: side  
01:00:03 --> 01:00:04: on their behalf.  
01:00:04 --> 01:00:06: When I ask the question or make people aware,  
01:00:06 --> 01:00:10: I think they just completed the 100th home repair for  
01:00:10 --> 01:00:13: homeowner family in West Philadelphia,  
01:00:13 --> 01:00:15: folks in West Philadelphia and Carrie if you could just  
01:00:16 --> 01:00:16: take a minute and.  
01:00:16 --> 01:00:19: Talk a little bit more about how they identify the  
01:00:19 --> 01:00:23: families and use health care funding to basically pay the  
01:00:23 --> 01:00:26: repairs and kind of how that how partnerships like that.  
01:00:26 --> 01:00:29: I think Saint Christopher's has one with some other group  
01:00:29 --> 01:00:31: and kind of how that could be a model as  
01:00:31 --> 01:00:33: you were just saying adapt.  
01:00:33 --> 01:00:35: It may be in different neighborhoods or with different health  
01:00:35 --> 01:00:36: care organizations.  
01:00:37 --> 01:00:41: Yeah, so chop has been identifying households through their  
01:00:41 --> 01:00:45: cap  
01:00:41 --> 01:00:45: program which is an asthma preventative program or for high  
01:00:45 --> 01:00:46: users,  
01:00:46 --> 01:00:50: frequent users in the. PR kids with asthma.  
01:00:50 --> 01:00:54: So then through that they feed they feed into home  
01:00:54 --> 01:00:58: repair providers us in rebuilding together and I think they  
01:00:58 --> 01:01:01: were working with pH DC before as well to do.  
01:01:01 --> 01:01:05: Specifically asthma trigger work and repair work,  
01:01:05 --> 01:01:08: but oftentimes that kind of work is also moisture.  
01:01:08 --> 01:01:11: It is moisture mitigation. It's other kinds of safety,  
01:01:11 --> 01:01:15: so it's it's a home repair program and they were  
01:01:15 --> 01:01:18: they fund it through I assume.  
01:01:18 --> 01:01:21: Some of their clinical clinical dollars towards it,  
01:01:21 --> 01:01:24: but then and then I know they also have a  
01:01:24 --> 01:01:26: current funder who's interested,  
01:01:26 --> 01:01:30: a private funder that was also interested in what that  
01:01:30 --> 01:01:31: work looks like.  
01:01:31 --> 01:01:36: We're brokering a program, a partnership right now with sort

01:01:36 --> 01:01:38: of branching off on that,  
 01:01:38 --> 01:01:41: and also doing additional work up and down the block  
 01:01:41 --> 01:01:43: to see what happens when you sort of use a  
 01:01:44 --> 01:01:45: CAP house as the anchor,  
 01:01:45 --> 01:01:48: and they're getting this extensive asthma trigger work.  
 01:01:48 --> 01:01:51: And then how can we also provide services up and  
 01:01:51 --> 01:01:52: down the block?  
 01:01:52 --> 01:01:55: And what is the total impact of that work?  
 01:01:55 --> 01:01:59: And then we've also done a lot of not just  
 01:01:59 --> 01:02:01: with child but with other.  
 01:02:01 --> 01:02:06: With other health care providers looking into.  
 01:02:06 --> 01:02:09: How we've been exploring how like Medicaid and Medicare  
 would  
 01:02:09 --> 01:02:11: would also pay for that,  
 01:02:11 --> 01:02:13: and how people can charge.  
 01:02:13 --> 01:02:16: For keeping kids or adults out of the hospital and  
 01:02:16 --> 01:02:19: how how that can a third party can cover some  
 01:02:19 --> 01:02:21: of that work so I know there's places in the  
 01:02:21 --> 01:02:24: country where that's happening much more readily.  
 01:02:27 --> 01:02:29: Alexandra is being, you know,  
 01:02:29 --> 01:02:32: really embedded in the community.  
 01:02:32 --> 01:02:36: What are some of the examples of effective ways you  
 01:02:36 --> 01:02:39: that you've been able to reach out to folks in  
 01:02:39 --> 01:02:42: the community to connect them to available resources?  
 01:02:44 --> 01:02:49: Well, I I love what Michael said because every I  
 01:02:50 --> 01:02:50: find.  
 01:02:50 --> 01:02:52: East Parkside we call uh you know.  
 01:02:52 --> 01:02:57: Neighborhood neighborhoods. We've got East Parkside and  
 East Parkside because  
 01:02:57 --> 01:03:00: the the folks who live in East East Parkside including  
 01:03:00 --> 01:03:01: me.  
 01:03:01 --> 01:03:04: There's smaller houses. And they're and they're up,  
 01:03:04 --> 01:03:05: but there are more single family homes,  
 01:03:05 --> 01:03:08: so that is. That means that there are more older  
 01:03:09 --> 01:03:09: people,  
 01:03:09 --> 01:03:11: but they're also usually a teenager in the house,  
 01:03:11 --> 01:03:13: so we can do more texting.  
 01:03:13 --> 01:03:15: We do a lot of flyering.  
 01:03:15 --> 01:03:18: We have a lot of we have a little bit  
 01:03:18 --> 01:03:19: of like group.  
 01:03:19 --> 01:03:22: We have a few group chats where people get information  
 01:03:22 --> 01:03:23: out of people.

01:03:23 --> 01:03:26: We also do a lot of door knocking in East  
01:03:26 --> 01:03:27: Parkside or the triangle.  
01:03:27 --> 01:03:30: We have more people who there's.  
01:03:30 --> 01:03:33: There are more apartment buildings so that can be.  
01:03:33 --> 01:03:37: Those are usually trusted individuals who provide information  
to their  
01:03:38 --> 01:03:40: to their neighbors and they also are a little bit  
01:03:41 --> 01:03:43: more tech savvy so you can post things on Facebook  
01:03:44 --> 01:03:45: and they tend to get that.  
01:03:45 --> 01:03:49: So it's it's it's very.  
01:03:49 --> 01:03:50: We try kind of everything.  
01:03:50 --> 01:03:53: We're throwing all the spaghetti noodles against the wall and  
01:03:53 --> 01:03:56: hoping to see what sticks and you will invariably still  
01:03:56 --> 01:03:58: get the person who says why didn't you call me?  
01:03:58 --> 01:04:01: Why didn't you talk to me like I'm sorry I  
01:04:01 --> 01:04:04: couldn't make 4000 phone calls today?  
01:04:08 --> 01:04:13: Rachael Meadows from council. Member Parker's office has  
been posting  
01:04:13 --> 01:04:14: some useful information,  
01:04:14 --> 01:04:19: but things about. Sort of trust level on home repair.  
01:04:19 --> 01:04:21: Cary said you actually do the home repair.  
01:04:21 --> 01:04:23: I'll actually throw this to the other three.  
01:04:23 --> 01:04:27: Your interaction with homeowners. What are sort of the  
challenges  
01:04:27 --> 01:04:30: and connecting them with folks who actually do the work.  
01:04:36 --> 01:04:39: And I don't know. I don't know if that's something  
01:04:39 --> 01:04:39: that.  
01:04:39 --> 01:04:44: As part of what? Like Al Abrahamz measure,  
01:04:44 --> 01:04:47: does housing counseling? Is there a role there yet or  
01:04:47 --> 01:04:51: could there be a role for helping homeowners actually getting  
01:04:51 --> 01:04:53: connecting with contractors?  
01:04:53 --> 01:04:56: Who would do the repairs or knowing how to vet  
01:04:56 --> 01:04:58: a contractor or how to review a bid to make  
01:04:58 --> 01:05:02: sure they're not being charged \$20,000 for \$10,000 worth of  
01:05:02 --> 01:05:02: work?  
01:05:04 --> 01:05:07: Yeah, the. I'm gonna answer your question just with two  
01:05:07 --> 01:05:10: different with two separate answers.  
01:05:10 --> 01:05:11: So one of them is yes,  
01:05:11 --> 01:05:14: there should be a a more visible role for housing  
01:05:14 --> 01:05:16: counseling agencies.  
01:05:16 --> 01:05:22: Being that we're currently already dealing with all housing  
related  
01:05:22 --> 01:05:24: issues at this time.

01:05:24 --> 01:05:26: Legal Philadelphia is is as I said,  
01:05:26 --> 01:05:30: working on on some policy around making those home repair  
01:05:30 --> 01:05:33: loans accessible for folks who need them.  
01:05:33 --> 01:05:41: Knowing and understanding that the current offer is not  
necessarily  
01:05:41 --> 01:05:41: a.  
01:05:41 --> 01:05:44: I don't wanna talk about capacity,  
01:05:44 --> 01:05:46: but in some ways not is not,  
01:05:46 --> 01:05:50: is not reaching some of their intended users,  
01:05:50 --> 01:05:52: and we're trying to figure out why.  
01:05:52 --> 01:05:55: Is it that that that's not happened or that's not  
01:05:56 --> 01:05:56: happening,  
01:05:56 --> 01:06:00: and I think someone. Else posted earlier and I saw  
01:06:01 --> 01:06:04: a comment coming through the chat that at a time  
01:06:05 --> 01:06:05: this this.  
01:06:05 --> 01:06:10: Some of these loans can can be buried in accessible  
01:06:10 --> 01:06:12: as well in terms of the financing.  
01:06:12 --> 01:06:16: So I think that is the place to start before  
01:06:16 --> 01:06:21: because talking to us talking with a contractor means that  
01:06:21 --> 01:06:24: you already have the funding to do the job,  
01:06:24 --> 01:06:26: but at times the problem.  
01:06:26 --> 01:06:29: The plays where some of our clients are is that.  
01:06:29 --> 01:06:33: Being unable to access the funds needed to complete the  
01:06:33 --> 01:06:34: repairs.  
01:06:34 --> 01:06:37: So we are trying to address that issue and then  
01:06:37 --> 01:06:38: moving on to the next one.  
01:06:43 --> 01:06:45: Related to that, Abramson, Thailand,  
01:06:45 --> 01:06:48: the because there are different home repair programs that  
some  
01:06:48 --> 01:06:49: loan programs.  
01:06:49 --> 01:06:53: The city of Philadelphia has rolled out at different times  
01:06:53 --> 01:06:55: that have had various levels of usage.  
01:06:56 --> 01:06:59: And what are some of the challenges that.  
01:06:59 --> 01:07:03: Keep homeowners from, you know when those programs do  
roll  
01:07:03 --> 01:07:04: out.  
01:07:04 --> 01:07:06: Do they fit? Are they designed properly?  
01:07:06 --> 01:07:11: And if they are, you know how people connect with  
01:07:11 --> 01:07:11: them.  
01:07:11 --> 01:07:12: No.  
01:07:14 --> 01:07:17: With that, I'm sorry, was that question for me for  
01:07:17 --> 01:07:19: anyone I guess 'cause because you wanted.  
01:07:21 --> 01:07:22: Instead of a question, sorry.

01:07:23 --> 01:07:26: Yeah, the sort of design of the program is being  
01:07:26 --> 01:07:29: a fit and the ability for people to connect with  
01:07:30 --> 01:07:30: them.  
01:07:30 --> 01:07:32: And Michael, I don't know if that's an area that  
01:07:32 --> 01:07:35: you also talked about with clients who come to community  
01:07:35 --> 01:07:36: legal services.  
01:07:38 --> 01:07:39: Hey  
01:07:39 --> 01:07:39: bro, you wanna go first?  
01:07:40 --> 01:07:48: Yeah yeah yeah yeah. So we uhm.  
01:07:48 --> 01:07:52: There is some I can tell you from.  
01:07:52 --> 01:07:56: There is a limited range of programs and at times,  
01:07:56 --> 01:08:03: uh, the resources are not enough to cover the various  
01:08:03 --> 01:08:05: range of needs,  
01:08:05 --> 01:08:11: and then you have someone talked about more flexible  
dollars.  
01:08:11 --> 01:08:15: I think that's also very important for these types of  
01:08:15 --> 01:08:16: programs and there is.  
01:08:16 --> 01:08:20: They always ongoing issue of income eligibility.  
01:08:20 --> 01:08:23: So a lot of those folks who are not Alexander  
01:08:23 --> 01:08:24: share something earlier.  
01:08:24 --> 01:08:26: Like she has a higher income and she has no  
01:08:26 --> 01:08:27: wealth.  
01:08:27 --> 01:08:29: Well, that's that's the case for a lot of folks,  
01:08:29 --> 01:08:33: there is no there is not a lot of liquid  
01:08:33 --> 01:08:33: assets.  
01:08:33 --> 01:08:36: They there's not a room in the budget.  
01:08:36 --> 01:08:40: They still need the services and and yet they can't  
01:08:40 --> 01:08:44: access just because of a technicality.  
01:08:44 --> 01:08:44: Yeah.  
01:08:45 --> 01:08:47: If I can chime in here for a second,  
01:08:47 --> 01:08:50: it just feels to me like that's an important gap  
01:08:50 --> 01:08:51: to be thinking about.  
01:08:51 --> 01:08:53: You were talking about. You know,  
01:08:53 --> 01:08:55: programs that we have a lot of people we talk  
01:08:55 --> 01:08:58: about wanting people to stay in Philadelphia.  
01:08:58 --> 01:09:00: I mean, that's really a part of what you thinking  
01:09:00 --> 01:09:01: about.  
01:09:01 --> 01:09:04: Retaining homeownership among black and brown  
households in the city.  
01:09:04 --> 01:09:06: You know, Alexandra is that example.  
01:09:06 --> 01:09:08: You know you want to be able to to ensure  
01:09:08 --> 01:09:10: that people are able to do it.

01:09:10 --> 01:09:13: You may not have, or you're doing well because you  
01:09:14 --> 01:09:14: got that job.  
01:09:14 --> 01:09:16: You make good in the education.  
01:09:16 --> 01:09:19: But that doesn't automatically come with.  
01:09:19 --> 01:09:21: You know, full pockets full of wealth and and maybe  
01:09:21 --> 01:09:24: your parents weren't able to to do the things to  
01:09:24 --> 01:09:25: keep your home up right?  
01:09:25 --> 01:09:28: So thinking about that group as a target of population,  
01:09:28 --> 01:09:33: I think naturally being the largest city or the largest  
01:09:33 --> 01:09:35: poor city in the country,  
01:09:35 --> 01:09:38: we we think about the lowest income residents.  
01:09:38 --> 01:09:41: And that's extremely important demographic for us to think  
01:09:41 --> 01:09:46: about.  
01:09:41 --> 01:09:46: But those middle neighborhoods, those middle middle range  
01:09:46 --> 01:09:47: professionals or  
01:09:47 --> 01:09:50: people who are,  
01:09:47 --> 01:09:50: you know. You know, working in fields that give them  
01:09:50 --> 01:09:51: a living wage.  
01:09:51 --> 01:09:53: They also continue to have meat.  
01:09:54 --> 01:09:56: And I should clarify, I was asking.  
01:09:56 --> 01:09:59: Sorry I wasn't clear about those loan programs,  
01:09:59 --> 01:10:02: so the folks who were just over that limit to  
01:10:02 --> 01:10:04: get the grant programs.  
01:10:04 --> 01:10:05: They may have some mobility,  
01:10:05 --> 01:10:08: but they still then. At that point,  
01:10:08 --> 01:10:10: they're more on their own to get the contractors,  
01:10:10 --> 01:10:13: and they have to sort through what's a loan product  
01:10:13 --> 01:10:14: that makes sense.  
01:10:14 --> 01:10:15: So, so yeah, thank you Octavia.  
01:10:15 --> 01:10:17: I'm talking about those folks.  
01:10:17 --> 01:10:20: As as Rachel Meadows boss would say who are nickel  
01:10:20 --> 01:10:22: over the qualifying limit?  
01:10:24 --> 01:10:28: But still, you know, don't have the knowledge or a  
01:10:28 --> 01:10:30: lot or the full cash to do that.  
01:10:30 --> 01:10:32: Ten \$20,000 of repair.  
01:10:33 --> 01:10:35: We we haven't actually said the name of the program,  
01:10:35 --> 01:10:36: so I think we'd be doing a disservice if we  
01:10:36 --> 01:10:37: hadn't.  
01:10:37 --> 01:10:40: We're talking about the restore repair Renew program,  
01:10:40 --> 01:10:42: and I'm gonna put a quick link in the chat  
01:10:43 --> 01:10:45: of for folks that don't know about it.  
01:10:45 --> 01:10:47: Rachel was talking about it in the chat,



01:10:47 --> 01:10:50: but you know, much credit goes to her boss Councilmember  
01:10:50 --> 01:10:51: Parker for championing this,  
01:10:51 --> 01:10:54: and it does. It provides you know,  
01:10:54 --> 01:10:59: 3% loans subsidized loans, 10 years to pay off up  
01:10:59 --> 01:11:00: to \$25,000.  
01:11:00 --> 01:11:03: You know, I think part of the problem part of.  
01:11:03 --> 01:11:05: The reason why there we why there's more capacity in  
01:11:06 --> 01:11:06: the repair,  
01:11:06 --> 01:11:10: restore, Renew program than than than there is then then  
01:11:10 --> 01:11:11: is being taken up.  
01:11:11 --> 01:11:15: Is that at least we at CLS have spent years  
01:11:15 --> 01:11:19: counseling our clients that they need to be very,  
01:11:19 --> 01:11:23: very careful when a contractor comes around and says hey,  
01:11:23 --> 01:11:26: you need you need new Windows and need new new  
01:11:26 --> 01:11:26: ceiling.  
01:11:26 --> 01:11:29: You know I'll I'll take care of the financing for  
01:11:29 --> 01:11:29: you.  
01:11:29 --> 01:11:30: I'll hook you all up.  
01:11:30 --> 01:11:32: I'll take care of the this back,  
01:11:32 --> 01:11:34: you know, we'll we'll. Put these on and they throw  
01:11:34 --> 01:11:34: up,  
01:11:34 --> 01:11:38: you know, shoddy. You know vinyl siding and windows that  
01:11:38 --> 01:11:38: leak,  
01:11:38 --> 01:11:41: and then they get hit with these huge mortgages and  
01:11:41 --> 01:11:43: then the the the contractor sells it to some bottom  
01:11:43 --> 01:11:46: feeding foreclosure firm who then files a foreclosure and you  
01:11:46 --> 01:11:48: lose your home. And so we,  
01:11:48 --> 01:11:51: we and housing counseling agencies if others have been  
have  
01:11:51 --> 01:11:53: been telling homeowners,  
01:11:53 --> 01:11:56: be very careful about these folks and do your due  
01:11:56 --> 01:11:59: diligence and you know you may lose your home over  
01:11:59 --> 01:12:01: it and as a result some of that sort of  
01:12:01 --> 01:12:04: wariness has been unfairly transposed.  
01:12:04 --> 01:12:06: Over onto the restore repair Renew program,  
01:12:06 --> 01:12:09: which is a good program which is which should be  
01:12:09 --> 01:12:09: trusted,  
01:12:09 --> 01:12:12: which is subsidized, which is a solution to allow these  
01:12:12 --> 01:12:13: problems,  
01:12:13 --> 01:12:15: and I think it's a messaging issue as as GAIL  
01:12:15 --> 01:12:16: just mentioned the chat,  
01:12:16 --> 01:12:17: it's a trust fat issue,

01:12:17 --> 01:12:19: but there is more capacity there and I think it  
01:12:19 --> 01:12:20: is.  
01:12:20 --> 01:12:21: It's gotta be a piece of the solution  
01:12:21 --> 01:12:25: here. If  
01:12:26 --> 01:12:29: one. Sorry, go ahead. I'm sorry  
01:12:29 --> 01:12:30: I wanted to add to that.  
01:12:30 --> 01:12:32: So in the chat I can see everyone going trust  
01:12:32 --> 01:12:33: factor,  
01:12:33 --> 01:12:36: trust factor, trust factor. You know a lot of times  
01:12:36 --> 01:12:39: there we we hear a lot about your contribution be  
01:12:39 --> 01:12:40: licensed and bonded.  
01:12:40 --> 01:12:42: Licensed and bonded, licensed and bonded.  
01:12:42 --> 01:12:46: And even then you might not find someone who is  
01:12:46 --> 01:12:47: affordable.  
01:12:47 --> 01:12:50: Who was qualified? Maybe they've changed their name  
several times  
01:12:50 --> 01:12:53: and you know they've gotten different licenses in order to  
01:12:53 --> 01:12:53: this work.  
01:12:53 --> 01:12:56: But you also don't know how to write a contract  
01:12:56 --> 01:12:58: that has a scope of work that says these are  
01:12:58 --> 01:12:59: the things I want you to do.  
01:12:59 --> 01:13:01: These are this is the payment schedule.  
01:13:01 --> 01:13:04: I only learned this about two years ago when I  
01:13:04 --> 01:13:06: did jump start that you can make up your own  
01:13:06 --> 01:13:09: contract to give to your the person who's going to  
01:13:09 --> 01:13:12: fix your home. So usually some guy says to me  
01:13:12 --> 01:13:13: I'm going to do this.  
01:13:13 --> 01:13:15: Here's the here's the scope of work,  
01:13:15 --> 01:13:16: and he writes something out.  
01:13:16 --> 01:13:17: And then you, you pay him.  
01:13:17 --> 01:13:21: And not knowing that I'm in charge of this process  
01:13:21 --> 01:13:22: means that I'm also.  
01:13:22 --> 01:13:26: Again I'm, I'm more at risk of having people who  
01:13:26 --> 01:13:28: are not good at.  
01:13:28 --> 01:13:29: Who not who are not going to have my best  
01:13:29 --> 01:13:30: interest at heart?  
01:13:30 --> 01:13:32: And I say this using my example,  
01:13:32 --> 01:13:33: but I know this is true.  
01:13:33 --> 01:13:35: My neighbors as well because we've used the same  
contractor  
01:13:35 --> 01:13:37: who's messed up all of our houses so.  
01:13:42 --> 01:13:44: And then, Carrie. I think if you can say a

01:13:44 --> 01:13:45: bit,  
01:13:45 --> 01:13:49: I know habitats jumped in sort of beyond their traditional  
01:13:49 --> 01:13:51: home building model to do what?  
01:13:51 --> 01:13:56: 68 Now different partnerships in home repair and kind of  
01:13:56 --> 01:13:57: what's that?  
01:13:57 --> 01:14:01: What's that gap or need that habitats sort of had  
01:14:01 --> 01:14:03: to have been willing to to jump in that you  
01:14:04 --> 01:14:04: know,  
01:14:04 --> 01:14:06: probably other. If there were,  
01:14:06 --> 01:14:08: if there were other resources you might not have to  
01:14:08 --> 01:14:11: that might not have to be something you were taking  
01:14:11 --> 01:14:11: on as well,  
01:14:11 --> 01:14:12: that's clear.  
01:14:13 --> 01:14:16: Yeah, so I mean just just.  
01:14:16 --> 01:14:19: I'm not sure where your question is in there and  
01:14:19 --> 01:14:20: you wanted to.  
01:14:20 --> 01:14:20: We  
01:14:21 --> 01:14:23: challenge that the groups that your partner has come to  
01:14:23 --> 01:14:24: you said Oh my God,  
01:14:24 --> 01:14:26: this is the home repair piece we can't find.  
01:14:26 --> 01:14:29: We need you to do it.  
01:14:29 --> 01:14:31: And you can't keep doing it for everyone.  
01:14:31 --> 01:14:32: You can't take on 30 of these.  
01:14:32 --> 01:14:33: Well,  
01:14:33 --> 01:14:36: I mean, so one of the things that we've realized  
01:14:36 --> 01:14:36: through,  
01:14:36 --> 01:14:39: you know us and other providers have realized is that  
01:14:39 --> 01:14:41: no one is doing like enough in each home.  
01:14:41 --> 01:14:45: The the need has is gotten so great you know  
01:14:45 --> 01:14:46: with homes that are.  
01:14:46 --> 01:14:51: Better most of our aging owned homes were built before  
01:14:51 --> 01:14:51: 1940,  
01:14:51 --> 01:14:55: so you've got really old homes with so much need  
01:14:55 --> 01:14:57: that no one,  
01:14:57 --> 01:15:00: no one group is really has the ability to throw  
01:15:01 --> 01:15:05: that much money in it because of restrictions so.  
01:15:05 --> 01:15:08: So we've worked with a bunch of other providers through  
01:15:08 --> 01:15:11: it mentioned in the chat that built to last and  
01:15:11 --> 01:15:15: also list had convened groups working in in West  
Philadelphia.  
01:15:15 --> 01:15:19: We called the Housing Preservation Initiative to try and layer  
01:15:19 --> 01:15:22: and each sort of make a stone soup to get

01:15:22 --> 01:15:25: folks to a point where they're much more stable,  
01:15:25 --> 01:15:28: but so that requires a ton more work than being  
01:15:28 --> 01:15:31: able to do what's needed at a single time.  
01:15:31 --> 01:15:35: So that's one thing that people have come to us  
01:15:35 --> 01:15:35: to say.  
01:15:35 --> 01:15:38: It's not enough. It's not enough like and and it  
01:15:38 --> 01:15:41: doesn't feel good as a service provider to walk out  
01:15:41 --> 01:15:44: of a home and be like I did these critical  
01:15:44 --> 01:15:46: things that are imminent. That were,  
01:15:46 --> 01:15:48: you know, a homeowner was in imminent danger,  
01:15:48 --> 01:15:52: but. They still need the kitchen done,  
01:15:52 --> 01:15:55: you know, they still need grab bars and stuff in  
01:15:55 --> 01:15:56: the bathroom,  
01:15:56 --> 01:15:58: so that's one of the ways that we've built a  
01:15:58 --> 01:16:01: bunch of partnerships to try and layer more more services  
01:16:01 --> 01:16:04: to the folks that we work with in additional that  
01:16:04 --> 01:16:08: we already talked about was sort of targeting specific health  
01:16:08 --> 01:16:11: care issues with the example of CHOP.  
01:16:11 --> 01:16:15: It's around asthma. We're working with Jefferson and their  
real  
01:16:16 --> 01:16:18: interest is sort of partnering on.  
01:16:18 --> 01:16:22: On some other adult diseases,  
01:16:22 --> 01:16:25: and then we were talking about sort of how how  
01:16:25 --> 01:16:28: food and security plays into that and how can we  
01:16:28 --> 01:16:32: do repairs that might be affecting someone's ability to get  
01:16:32 --> 01:16:37: nutrition. So for instance, we had a conversation.  
01:16:37 --> 01:16:40: Manna or philabundance might be getting people food,  
01:16:40 --> 01:16:41: but they don't have a working kitchen,  
01:16:41 --> 01:16:46: so it's not. It's not really doing,  
01:16:46 --> 01:16:48: it's not providing the impact that that you wanted to  
01:16:48 --> 01:16:48: see.  
01:16:48 --> 01:16:51: So we've been in conversations about how can habitat play  
01:16:51 --> 01:16:53: a role in that as well.  
01:16:55 --> 01:16:57: I'm trying to think of other partnerships that we have,  
01:16:57 --> 01:17:00: but but those are sort of key ones that we've  
01:17:01 --> 01:17:03: tried to address with partners.  
01:17:03 --> 01:17:03: Great,  
01:17:03 --> 01:17:06: thank you I. I think we've reached our time on  
01:17:06 --> 01:17:06: the Q&A,  
01:17:07 --> 01:17:09: but I just want to point out there's been an  
01:17:09 --> 01:17:12: amazing active discussion about this home repair.  
01:17:12 --> 01:17:14: Couldn't be a forum in and of itself,

01:17:14 --> 01:17:16: and there's a lot of good information,  
01:17:16 --> 01:17:19: so I'll encourage everyone before the session ends to scroll  
01:17:19 --> 01:17:21: through the comments.  
01:17:21 --> 01:17:22: There's a lot of links,  
01:17:22 --> 01:17:24: a lot of information about the various home programs,  
01:17:24 --> 01:17:27: a lot of comments about some of the issues and  
01:17:27 --> 01:17:27: obstacles,  
01:17:27 --> 01:17:32: and also Michael had posted some information about a state  
01:17:32 --> 01:17:33: planning.  
01:17:33 --> 01:17:37: Gonna make a few, maybe do a quick you know.  
01:17:37 --> 01:17:40: 22nd shout out for the problem with the funeral homes  
01:17:40 --> 01:17:43: so people are aware addressing the tangled title issue.  
01:17:43 --> 01:17:46: Well, this isn't so much a problem as a solution,  
01:17:46 --> 01:17:51: right? Councilmember Gilmore Richardson championed a bill  
a few weeks  
01:17:51 --> 01:17:56: months ago that will require funeral homes to provide  
information  
01:17:56 --> 01:18:00: about tangled titles to the family at the time of  
01:18:00 --> 01:18:02: the funeral. Because we know that,  
01:18:02 --> 01:18:03: as I mentioned in the chat,  
01:18:03 --> 01:18:05: the second best time. To fix that,  
01:18:05 --> 01:18:08: angle title is immediately after the death of the of  
01:18:08 --> 01:18:08: the the the,  
01:18:08 --> 01:18:09: the the the property owner.  
01:18:11 --> 01:18:13: Especially because everyone is actually there,  
01:18:13 --> 01:18:13: right?  
01:18:13 --> 01:18:16: Exactly right? Yeah, that now you're supposed to say,  
01:18:16 --> 01:18:18: well, what's the first? What's the best two times?  
01:18:20 --> 01:18:22: Yeah, and what's the best time there you go.  
01:18:22 --> 01:18:24: Thank you to avoid Tangled title  
01:18:25 --> 01:18:26: before the homeowner dies. Thank  
01:18:26 --> 01:18:26: you.  
01:18:28 --> 01:18:30: Thank you, I tell you that will turn it back  
01:18:30 --> 01:18:30: to you.  
01:18:30 --> 01:18:31: Thank you so much.  
01:18:36 --> 01:18:39: I've been, I've been muted for so long.  
01:18:39 --> 01:18:41: No, it's been a really great conversation.  
01:18:41 --> 01:18:43: Thank you to the panelists for kind of coming in  
01:18:43 --> 01:18:44: and joining us.  
01:18:44 --> 01:18:45: I think that there's I.  
01:18:45 --> 01:18:49: I see lots of opportunities for thinking about thinking  
differently  
01:18:49 --> 01:18:52: about how we do these things and really capitalizing on

01:18:52 --> 01:18:54: the ways that we're doing it well,  
01:18:54 --> 01:18:58: right and so happy to to kind of continue these  
01:18:58 --> 01:18:59: conversations.  
01:18:59 --> 01:19:01: Jimmy is going to talk to us a little bit  
01:19:02 --> 01:19:03: about a further conversation.  
01:19:03 --> 01:19:04: We're planning to have next month.  
01:19:04 --> 01:19:06: I don't know if you want me to go ahead  
01:19:06 --> 01:19:06: and toss to him,  
01:19:06 --> 01:19:07: Kevin.  
01:19:08 --> 01:19:11: Yeah, that's great. There's obviously so many people that we  
01:19:11 --> 01:19:12: want to thank.  
01:19:12 --> 01:19:14: But before we jump into that sort of those closing  
01:19:14 --> 01:19:15: remarks,  
01:19:15 --> 01:19:17: I'd love to pass it over to Jimmy Gastner of  
01:19:17 --> 01:19:20: the Federal Reserve Bank of Philadelphia to talk about a  
01:19:20 --> 01:19:22: program they have in March that I think will be  
01:19:22 --> 01:19:27: a great sort of. Addition to to this conversation.  
01:19:27 --> 01:19:29: So Jimmy, if you're there you can feel free to  
01:19:29 --> 01:19:31: unmute and share some information.  
01:19:32 --> 01:19:33: Thank you Kevin  
01:19:33 --> 01:19:34: and 1st just would like to  
01:19:34 --> 01:19:36: say wow, what  
01:19:36 --> 01:19:37: a great two days  
01:19:37 --> 01:19:38: of conversations  
01:19:38 --> 01:19:40: around such an important topic.  
01:19:40 --> 01:19:43: And good morning everyone. As Kevin mentioned,  
01:19:43 --> 01:19:45: my name is Jimmy Gassner and I'm a community  
engagement  
01:19:45 --> 01:19:46: associate with the Federal  
01:19:46 --> 01:19:50: Reserve Bank of Philadelphia and also a proud member of  
01:19:50 --> 01:19:52: ULI Philadelphia Young Leaders Group.  
01:19:52 --> 01:19:54: I'd like to thank you  
01:19:54 --> 01:19:57: Ally again for hosting 2 great events as well As  
01:19:57 --> 01:19:58: for the invitation  
01:19:58 --> 01:20:00: to speak today. So to  
01:20:00 --> 01:20:01: build on  
01:20:02 --> 01:20:03: this week's forum  
01:20:03 --> 01:20:05: on Black and Brown homeownership,  
01:20:05 --> 01:20:06: the Philadelphia  
01:20:06 --> 01:20:07: Fed in partnership  
01:20:07 --> 01:20:09: with Octavia and her team at the Pew  
01:20:09 --> 01:20:11: Charitable Trust Philadelphia Research and Policy

01:20:11 --> 01:20:14: initiative will host a research  
01:20:14 --> 01:20:14: and policy  
01:20:14 --> 01:20:16: focus webinar on March 23rd  
01:20:17 --> 01:20:18: at 10:10 AM  
01:20:18 --> 01:20:19: to continue to examine  
01:20:20 --> 01:20:20: the black white  
01:20:20 --> 01:20:22: homeownership gap in the city.  
01:20:22 --> 01:20:24: And we hope that you will save the date for  
01:20:24 --> 01:20:24: this  
01:20:24 --> 01:20:26: critical discussion. As  
01:20:26 --> 01:20:28: we know from conversations  
01:20:28 --> 01:20:28: this week,  
01:20:28 --> 01:20:31: homeownership has long been viewed as one of the most  
01:20:31 --> 01:20:33: effective ways to build long term wealth.  
01:20:33 --> 01:20:35: Yet historically, black Philadelphians have not  
01:20:35 --> 01:20:36: had the same access to  
01:20:36 --> 01:20:40: that opportunity. Our event will feature researchers from the Fed  
01:20:40 --> 01:20:42: and Pugh who examine the current state of the black,  
01:20:42 --> 01:20:46: white homeownership gap as well as examine what factors  
01:20:46 --> 01:20:47: perpetuate  
01:20:47 --> 01:20:52: these racial homeownership. Disparities state local  
01:20:52 --> 01:20:53: policymakers will also use  
01:20:52 --> 01:20:53: these key findings  
01:20:53 --> 01:20:54: from this research  
01:20:54 --> 01:20:56: to explore potential policy interventions.  
01:20:56 --> 01:20:57: To address these  
01:20:57 --> 01:21:01: racial inequities in Philadelphia and we're excited to share that  
01:21:01 --> 01:21:02: executive director Robin  
01:21:02 --> 01:21:05: Weisman of the Pennsylvania Housing Finance Agency,  
01:21:05 --> 01:21:05: as  
01:21:05 --> 01:21:07: well as Councilmember Cherelle Parker,  
01:21:07 --> 01:21:10: among other distinguished leaders on this issue,  
01:21:10 --> 01:21:11: will be speaking at  
01:21:11 --> 01:21:14: our at this event. Registration for this webinar will open  
01:21:15 --> 01:21:15: shortly  
01:21:15 --> 01:21:16: and additional  
01:21:16 --> 01:21:19: information will be available on the Philadelphia Fed's  
01:21:21 --> 01:21:21: website,  
01:21:21 --> 01:21:21: whichisphiladelphiafed.org  
01:21:22 --> 01:21:23: as early as next week.  
01:21:23 --> 01:21:24: Again, this

01:21:24 --> 01:21:26: event will be on March 23rd beginning  
01:21:26 --> 01:21:28: at 10:00 AM and  
01:21:28 --> 01:21:30: we hope to see you there as we will also  
01:21:30 --> 01:21:33: preview additional work to create a more equitable  
Philadelphia in  
01:21:33 --> 01:21:35: collaboration with ULI Philadelphia,  
01:21:36 --> 01:21:39: Pugh and others. So thank you again for the opportunity  
01:21:39 --> 01:21:42: to speak with you this morning and I'll now turn  
01:21:42 --> 01:21:44: it back over to Kevin.  
01:21:44 --> 01:21:45: Thank you so much, Jimmy,  
01:21:45 --> 01:21:48: and we'll be sure to get that information out along  
01:21:48 --> 01:21:50: with the recordings from the the last two days of  
01:21:50 --> 01:21:53: conversation to everyone who is in attendance today.  
01:21:53 --> 01:21:56: And we we certainly hope folks will be able to  
01:21:57 --> 01:22:00: to join our friends for that conversation as well.  
01:22:00 --> 01:22:02: I do want to make sure that we thank everyone  
01:22:03 --> 01:22:05: who who made sort of the past two days of  
01:22:05 --> 01:22:06: conversation possible.  
01:22:06 --> 01:22:10: In particular Octavia for just the wonderful,  
01:22:10 --> 01:22:12: the moderation and all the prep that went into hosting  
01:22:12 --> 01:22:14: these two days of conversation.  
01:22:14 --> 01:22:16: Also, all of our panelists today,  
01:22:16 --> 01:22:19: Carrie, Michael, Alexandra, Alexandra and Abraham.  
01:22:19 --> 01:22:22: I think all of your perspectives lent to a really  
01:22:22 --> 01:22:25: robust exploration of both the challenges,  
01:22:25 --> 01:22:28: but also hopefully a lot to think about in terms  
01:22:28 --> 01:22:30: of of some solutions.  
01:22:30 --> 01:22:33: Thinking. Obviously I want to thank all of our attendees  
01:22:33 --> 01:22:35: as well the the chat over the last two days  
01:22:35 --> 01:22:38: has been almost like a almost like a third webinar  
01:22:38 --> 01:22:41: in terms of the number of resources that have been  
01:22:41 --> 01:22:43: shared and conversation that has been had.  
01:22:43 --> 01:22:46: So thank you for being such active participants.  
01:22:46 --> 01:22:48: And of course, to our two event sponsors shift capital  
01:22:48 --> 01:22:51: and Councilmember Alan down for making this conversation  
possible.  
01:22:51 --> 01:22:55: It's really important to us that we get feedback from  
01:22:55 --> 01:22:58: all of you who participated in in this forum.  
01:22:58 --> 01:23:00: All of our attendees, and so in a second my  
01:23:00 --> 01:23:03: colleague Sigourney will drop a link to a survey about  
01:23:03 --> 01:23:04: the forum.  
01:23:04 --> 01:23:06: In the chat we it's a quick one minute survey.



**01:23:06 --> 01:23:09:** We really would appreciate your time in sharing and sharing  
**01:23:09 --> 01:23:11:** any feedback that you might have.  
**01:23:11 --> 01:23:14:** You'll also receive the same link by email a few  
**01:23:14 --> 01:23:17:** minutes after after we conclude today.  
**01:23:17 --> 01:23:19:** And with that I would just like to invite anyone  
**01:23:19 --> 01:23:23:** who would be interested in attending other ULI Philadelphia  
programs  
**01:23:23 --> 01:23:25:** or or continuing this conversation in other ways to visit  
**01:23:25 --> 01:23:29:** our website philadelphia.uli.org. So again,  
**01:23:29 --> 01:23:32:** on behalf of ULI Philadelphia and the Development  
Workshop.  
**01:23:32 --> 01:23:34:** Thank you all so much for joining us.  
**01:23:34 --> 01:23:35:** Thank you to all of our speakers,  
**01:23:35 --> 01:23:38:** our sponsors and our moderator as well.  
**01:23:38 --> 01:23:40:** Have a great afternoon and a great weekend.  
**01:23:40 --> 01:23:42:** Everyone. Thanks so much.

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