

Webinar

Confronting COVID-19: Considerations for Multifamily and Affordable Housing

Date: April 07, 2020

00:00:00 --> 00:00:02: Well, thanks so much for joining everyone.

00:00:02 --> 00:00:07: Appreciate your taking part in today's webinar on confronting COVID-19

00:00:07 --> 00:00:08: in multifamily housing.

00:00:08 --> 00:00:12: We're very excited about the panel we have today and

00:00:12 --> 00:00:16: about the very strong participation that we're seeing from attendees

00:00:16 --> 00:00:18: who are joining right now.

00:00:18 --> 00:00:21: I would like to call your attention to the Q

00:00:21 --> 00:00:24: and a button at the bottom of your screen during

00:00:24 --> 00:00:26: the presentations today.

00:00:26 --> 00:00:29: Please enter your questions there in the Q&A and when

00:00:29 --> 00:00:31: we get to that part of the program,

00:00:31 --> 00:00:34: the last 15 to 20 minutes.

00:00:34 --> 00:00:37: We will draw from those questions for discussion with our

00:00:38 --> 00:00:39: panelists and 1st,

00:00:39 --> 00:00:42: very happy to be supporting the work of the Responsible

00:00:42 --> 00:00:45: Property Investment Council today and would like to turn it

00:00:45 --> 00:00:48: over to Molly McCabe for a few minutes to talk

00:00:48 --> 00:00:50: about the work of the Council.

00:00:50 --> 00:00:52: Molly, thanks so much, Christopher,

00:00:52 --> 00:00:54: I really appreciate it. As Christopher mentioned,

00:00:54 --> 00:00:56: my name is Molly McCabe.

00:00:56 --> 00:00:58: I am the CEO of Hayden Tanner,

00:00:58 --> 00:01:01: which is the real estate development and advisory firm focus

00:01:01 --> 00:01:06: on delivering sustainable and high performance projects which integrate both

00:01:06 --> 00:01:08: an environmental and social lens.

00:01:08 --> 00:01:11: I'm also the co-founder of the Lotus Campaign,

00:01:11 --> 00:01:14: which is a nonprofit focused on increasing the availability of

00:01:14 --> 00:01:17: housing for people experiencing homelessness.

00:01:17 --> 00:01:18: And last but not least,

00:01:18 --> 00:01:22: I'm the past Cheruvu allies responsible property investment,

00:01:22 --> 00:01:26: Product Council and Chief Instigator of this series of RPIC

00:01:26 --> 00:01:27: webinars.

00:01:27 --> 00:01:30: I am delighted this morning to welcome to the third

00:01:30 --> 00:01:31: webinars,

00:01:31 --> 00:01:34: 2020. An even more delighted to be partnering with the

00:01:34 --> 00:01:36: Terwilliger Center on this one.

00:01:36 --> 00:01:39: This is our third year of programming.

00:01:39 --> 00:01:42: Last year we hosted about 8 webinars and plan for

00:01:42 --> 00:01:44: approximately the same number this year.

00:01:44 --> 00:01:48: With these webinars, our goal is to facilitate important

conversations,

00:01:48 --> 00:01:52: particularly those conversations around responsible property

investment.

00:01:52 --> 00:01:54: What it looks like in practice,

00:01:54 --> 00:01:56: how to invest for resilience in return,

00:01:56 --> 00:02:00: and to educate the broader you like Community and others

00:02:00 --> 00:02:01: about emerging trends,

00:02:01 --> 00:02:05: changing standards, practical tools and strategies.

00:02:05 --> 00:02:06: Over the past couple of years,

00:02:06 --> 00:02:08: we've covered things like opportunity zones,

00:02:08 --> 00:02:15: proptech. Emerging climate and energy regulations and

integrating sustainability into

00:02:15 --> 00:02:16: the investment cycle.

00:02:16 --> 00:02:19: The next two on the horizon coming up in April

00:02:19 --> 00:02:21: and then again in May.

00:02:21 --> 00:02:24: Our resiliency in a downturn in partnership with ULI Center

00:02:24 --> 00:02:27: for Sustainability and one more coming up in May with

00:02:27 --> 00:02:30: the Terwilliger Center??based on a white paper.

00:02:30 --> 00:02:34: They're about to release in May on family renter housing.

00:02:34 --> 00:02:37: So watch your inbox and with that I'm going to

00:02:37 --> 00:02:40: turn it back to Christopher and I'm excited to listen

00:02:40 --> 00:02:42: to everybody's presentation.

00:02:42 --> 00:02:45: Thanks again. Thanks so much Molly and we at the

00:02:45 --> 00:02:46: Terwilliger center

00:02:46 --> 00:02:49: Really appreciate the opportunity to support.

00:02:49 --> 00:02:50: Your webinar today.

00:02:50 --> 00:02:52: I'd like to say just a few words about the

00:02:52 --> 00:02:53: work of the center.

00:02:53 --> 00:02:56: The Center is working to repair the housing ladder.

00:02:56 --> 00:02:59: The only way that housing markets really work in this

00:02:59 --> 00:03:00: country is,

00:03:00 --> 00:03:04: if appropriate options are available to households at whatever their

00:03:04 --> 00:03:05: income level may be,

00:03:05 --> 00:03:06: and so to repair that ladder,

00:03:06 --> 00:03:09: we're focusing on on three objectives.

00:03:09 --> 00:03:11: When we work to catalyze housing production,

00:03:11 --> 00:03:15: affordability and we do that working directly with our Members

00:03:15 --> 00:03:19: and district councils and the jurisdictions in which they are

00:03:19 --> 00:03:19: working.

00:03:19 --> 00:03:23: We also do it through thought leadership through events such

00:03:23 --> 00:03:26: as this one and I remember engagement and we brought

00:03:26 --> 00:03:30: also work to broaden and deepen support for housing through

00:03:30 --> 00:03:35: public engagement, engagement, engagement with public officials in our education

00:03:35 --> 00:03:36: efforts.

00:03:36 --> 00:03:39: So thank you for joining us today and please do

00:03:39 --> 00:03:42: take some time to check out our Twitter web page

00:03:42 --> 00:03:45: on the ULI website when you have the opportunity,

00:03:45 --> 00:03:48: our our research and much of the other work that

00:03:48 --> 00:03:49: we focus on is.

00:03:49 --> 00:03:51: There, but without further ado,

00:03:51 --> 00:03:54: I would like to move on to today's topics,

00:03:54 --> 00:03:58: or actually I guess first mention our next upcoming webinars

00:03:58 --> 00:04:02: in this series that are focused on confronting COVID-19 next

00:04:02 --> 00:04:02: week.

00:04:02 --> 00:04:05: At this time will have our webinar focused on the

00:04:05 --> 00:04:10: economics of COVID-19 and specifically on how Main Street commercial,

00:04:10 --> 00:04:15: real estate and multifamily owners are navigating this crisis as

00:04:15 --> 00:04:19: they work with their tenants and interruptions too.

00:04:19 --> 00:04:22: Two payments and revenue streams and two weeks from today.

00:04:22 --> 00:04:26: The webinar will focus on converting COVID-19 everything you need

00:04:26 --> 00:04:29: to know about healthy buildings and that'll be a Q&A

00:04:29 --> 00:04:33: session with Doctor Joseph Allen of the Harvard Chan

00:04:33 --> 00:04:36: School of Public Health, so we certainly invite you and

00:04:36 --> 00:04:39: hope you'll be able to join us for those webinars

00:04:39 --> 00:04:40: as well.

00:04:40 --> 00:04:44: But we're very excited to have a really fantastic group
00:04:44 --> 00:04:45: of panelists here.

00:04:45 --> 00:04:50: Today will hear first from Doctor Megan Sandel.

00:04:50 --> 00:04:53: Understand L is with the grow clinic at Boston Medical
00:04:53 --> 00:04:57: Center is the choline principle investigator with Children's
Health Watch,

00:04:57 --> 00:05:01: an associate professor of Pediatrics at Boston University
School of

00:05:01 --> 00:05:03: Medicine and Public Health.

00:05:03 --> 00:05:06: Megan is one of the four most advocates for health.

00:05:06 --> 00:05:09: Through housing has become very well known for her work
00:05:09 --> 00:05:10: on housing as a vaccine,
00:05:10 --> 00:05:13: and we're looking forward to hearing from her in a
00:05:13 --> 00:05:14: few minutes.

00:05:14 --> 00:05:16: Also, with us today is Doug Bibby,
00:05:16 --> 00:05:19: President, the National Multifamily Housing Council.

00:05:19 --> 00:05:22: The NMHC was one of the first groups to come
00:05:22 --> 00:05:22: out.

00:05:22 --> 00:05:26: With some resources for apartment for apartment owners in
responding

00:05:26 --> 00:05:30: to COVID-19 and we look forward to hearing both about
00:05:30 --> 00:05:34: those resources and the advice that they're providing to
property

00:05:34 --> 00:05:37: owners as well as some of the advocacy work that
00:05:37 --> 00:05:38: they're doing in MHC,

00:05:38 --> 00:05:42: has is a very influential organization in housing policy on
00:05:42 --> 00:05:43: the Hill.

00:05:43 --> 00:05:46: Finally, we have dying Intel President and CEO of the
00:05:46 --> 00:05:49: National Low Income Housing Coalition,

00:05:49 --> 00:05:52: Diane and the Coalition are the foremost experts on and
00:05:52 --> 00:05:53: advocates for.

00:05:53 --> 00:05:57: Low income housing in the United States today and she
00:05:57 --> 00:06:00: will be able to give us some perspective on the
00:06:00 --> 00:06:04: particular needs of lower income tenants in and and property
00:06:04 --> 00:06:10: owners who are serving those tenants in the current
environment.

00:06:10 --> 00:06:13: So without further ado, I will turn it over to
00:06:13 --> 00:06:15: our panelists and 1st,
00:06:15 --> 00:06:17: we'll welcome Megan Sandel, Megan.

00:06:17 --> 00:06:19: Thank you so much for having me today.

00:06:19 --> 00:06:23: I'm really excited to talk more about how important I
00:06:23 --> 00:06:24: think housing is too.

00:06:24 --> 00:06:28: Honestly, everyones health and really I'm going to try and

00:06:28 --> 00:06:29: talk today.

00:06:29 --> 00:06:33: Really from a perspective of how we normally talk about

00:06:33 --> 00:06:36: the dimensions of how housing acts as a vaccine,

00:06:36 --> 00:06:40: but also talk about different new dimensions that the COVID-19.

00:06:40 --> 00:06:42: Crisis.

00:06:42 --> 00:06:46: Unveiled for us on the overarching kind of the talk

00:06:46 --> 00:06:49: is I'm going to stick with the same 4 dimensions

00:06:49 --> 00:06:51: that I normally discuss,

00:06:51 --> 00:06:55: right? Quality, stability, affordability and location,

00:06:55 --> 00:06:58: but how each is now different in this era,

00:06:58 --> 00:07:01: and I think really, just underlying more and more that

00:07:01 --> 00:07:05: you can't separate your health from where you live.

00:07:05 --> 00:07:08: I'm going to end with kind of talking a bit

00:07:08 --> 00:07:12: around and a certain type of well being orientation that

00:07:12 --> 00:07:13: the full frame.

00:07:13 --> 00:07:16: Initiative has lifted up. I just wanted to thank them

00:07:16 --> 00:07:17: for sharing some slides.

00:07:17 --> 00:07:20: They'll let me use today and talk about how these

00:07:21 --> 00:07:24: domains of well being are really important as we think

00:07:24 --> 00:07:27: about moving forward and I really want to end with

00:07:27 --> 00:07:30: this vision that really by putting people in place together

00:07:31 --> 00:07:31: and housing,

00:07:31 --> 00:07:34: we can use them as roots to address underlying health

00:07:35 --> 00:07:37: inequities and promote well being in the future.

00:07:37 --> 00:07:40: You know, one of the things that I think is

00:07:40 --> 00:07:44: really important is that we are understanding more and more.

00:07:44 --> 00:07:46: How social factors can drive health outcomes,

00:07:46 --> 00:07:49: and I think in many ways I always want to

00:07:49 --> 00:07:52: try and emphasize why I think social factors are important

00:07:52 --> 00:07:54: and make sure we don't lose certain nuances.

00:07:54 --> 00:07:58: So first and foremost is social factors aren't always negative,

00:07:58 --> 00:08:01: right? You can have positive social factors that drive your

00:08:01 --> 00:08:02: health outcomes.

00:08:02 --> 00:08:05: I like to say that my children have spectacular social

00:08:05 --> 00:08:08: factors that drive their health outcomes.

00:08:08 --> 00:08:10: They have two parents that are doctors.

00:08:10 --> 00:08:12: We live in a house that they each have their

00:08:13 --> 00:08:13: own room.

00:08:13 --> 00:08:15: They're in a great school district.

00:08:15 --> 00:08:16: We live near a park.

00:08:16 --> 00:08:19: And so I think it's really important when we describe

00:08:19 --> 00:08:20: social factors.

00:08:20 --> 00:08:24: We don't solely describe them as negative that we describe

00:08:24 --> 00:08:27: them both in balance of both positive and negative factors

00:08:27 --> 00:08:29: that they're not fixed,

00:08:29 --> 00:08:30: but rather they are fixable.

00:08:30 --> 00:08:33: I think the second is is that we tend to

00:08:33 --> 00:08:33: isolate them.

00:08:33 --> 00:08:37: We talk about food security when we talk about housing

00:08:37 --> 00:08:40: instability or we talk about health care cost tradeoffs when

00:08:40 --> 00:08:42: they really are interlinked.

00:08:42 --> 00:08:45: And I think that nothing is driven this home more

00:08:45 --> 00:08:49: during the kovid pandemic then how interrelated all of those

00:08:49 --> 00:08:50: factors are.

00:08:50 --> 00:08:53: I think Lastly is social factors aren't individualistic.

00:08:53 --> 00:08:57: There are result of structural decisions and often really

00:08:57 --> 00:09:01: structural

00:09:02 --> 00:09:03: racism and oppression that have resulted in different social

00:09:03 --> 00:09:05: factors

00:09:05 --> 00:09:06: for different people.

00:09:06 --> 00:09:10: And so I just really urge us as we think

00:09:10 --> 00:09:13: about responses,

00:09:13 --> 00:09:16: we don't just think about them individualistic Lee,

00:09:16 --> 00:09:18: but rather we think about them as a systems level

00:09:18 --> 00:09:22: and as a structural policy level moving forward.

00:09:22 --> 00:09:22: You know, as we think about housing quality,

00:09:22 --> 00:09:26: this is really. Decades, if not centuries of research that

00:09:26 --> 00:09:26: we know,

00:09:26 --> 00:09:30: right? We know that accidents and injuries can be related

00:09:30 --> 00:09:33: to the home.

00:09:33 --> 00:09:34: In fact, for kids, once you remove motor vehicle accidents,

00:09:34 --> 00:09:37: the leading cause of death for children is actually house

00:09:37 --> 00:09:39: related.

00:09:39 --> 00:09:42: Fires, drownings, etc. And as we think about people at

00:09:42 --> 00:09:44: the other end of the age spectrum,

00:09:44 --> 00:09:47: elders living at home, their huge accident injury that can

00:09:47 --> 00:09:49: be associated with morbidity and mortality.

00:09:49 --> 00:09:52: I always like to emphasize that home quality can be

00:09:52 --> 00:09:55: related to energy costs,

00:09:55 --> 00:09:59: whether it be. Heat or eat or cooler eat because

00:10:00 --> 00:10:00: those costs can be associated to home quality and then

00:10:01 --> 00:10:01: obviously there's decades of research around the

00:10:02 --> 00:10:02: development and worsening

00:10:03 --> 00:10:03: of asthma tide to home,

00:10:00 --> 00:10:03: whether it be pests, things like cockroaches and mice,
 00:10:03 --> 00:10:06: moles and chronic dampness, tobacco smoke,
 00:10:06 --> 00:10:09: for instance children if they are exposed to tobacco smoke.
 00:10:09 --> 00:10:11: Six, you know over 80%
 00:10:11 --> 00:10:13: of the time it's actually in their home setting.
 00:10:13 --> 00:10:17: We're understanding lead exposure, not just related to paint,
 00:10:17 --> 00:10:20: but also to water. I think what's important to think
 00:10:20 --> 00:10:23: about in the COVID-19 era is our homes are not
 00:10:23 --> 00:10:25: necessarily designed to be occupied.
 00:10:25 --> 00:10:28: 24 hours a day so we think about the ventilation
 00:10:28 --> 00:10:28: stresses,
 00:10:28 --> 00:10:32: the plumbing stresses, the other chemical exposure stresses
 that are
 00:10:32 --> 00:10:35: happening right now and I think that we have to
 00:10:35 --> 00:10:38: be thoughtful about whether or not we can be able
 00:10:38 --> 00:10:41: to design housing in the future that is going to
 00:10:41 --> 00:10:42: be more resilient.
 00:10:42 --> 00:10:44: One of the areas that I've been focused a lot
 00:10:44 --> 00:10:48: is thinking about how home quality and mental health are
 00:10:48 --> 00:10:48: related.
 00:10:48 --> 00:10:51: What we're seeing more and more is that poor housing
 00:10:51 --> 00:10:55: quality can actually be tied to emotional and behavioral
 problems.
 00:10:55 --> 00:10:57: This was a study that was done.
 00:10:57 --> 00:11:00: The pre covid error that showed that poor housing quality
 00:11:00 --> 00:11:04: was actually the strongest predictor of kids acting out at
 00:11:04 --> 00:11:07: school in much of the Association was hypothesize that the
 00:11:07 --> 00:11:11: poor housing quality actually led to parents stress that led
 00:11:11 --> 00:11:13: to them parenting their kids differently.
 00:11:13 --> 00:11:16: The kids then brought that emotional stress to school and
 00:11:16 --> 00:11:19: then acted up at school and so I actually wrote
 00:11:19 --> 00:11:22: a paper over a decade ago called Home is where
 00:11:22 --> 00:11:24: the stress is and I think that as we think
 00:11:24 --> 00:11:26: about the lack of control.
 00:11:26 --> 00:11:27: In our current home settings,
 00:11:27 --> 00:11:30: how that's going to ripple out to other areas in
 00:11:30 --> 00:11:31: terms of mental health,
 00:11:31 --> 00:11:34: I think it's going to be something that's going to
 00:11:34 --> 00:11:35: stay with us for awhile.
 00:11:35 --> 00:11:38: You know. Oftentimes, as we think about the home stability,
 00:11:38 --> 00:11:40: I like to refer to it as an iceberg.
 00:11:40 --> 00:11:42: We focus a lot on homelessness,

00:11:42 --> 00:11:44: which is kind of part of the iceberg you can
00:11:44 --> 00:11:44: see,
00:11:44 --> 00:11:47: but there's a lot of homelessness below the surface.
00:11:47 --> 00:11:50: The hidden, homeless. What we know is that that's a
00:11:50 --> 00:11:54: housing insecure population that often is associated with
multiple moves,
00:11:54 --> 00:11:56: overcrowded being doubled up in that often.
00:11:56 --> 00:11:58: The root cause of that is unaffordable housing.
00:11:58 --> 00:12:00: As we think about that,
00:12:00 --> 00:12:04: we published in Children's Health Watch in February of 2018,
00:12:04 --> 00:12:08: and Pediatrics, a study of low income renter families.
00:12:08 --> 00:12:12: This is from our Children's Health Watch Research network.
00:12:12 --> 00:12:15: We interviewed over 20,000 families an over 5 cities,
00:12:15 --> 00:12:20: Boston, Baltimore, Philadelphia, Little Rock and Minneapolis,
00:12:20 --> 00:12:22: and what we found was a third of families at
00:12:22 --> 00:12:26: that point had a form of housing instability.
00:12:26 --> 00:12:29: They were either behind on rent multiple moves.
00:12:29 --> 00:12:32: Or had a history of homelessness in the child's young
00:12:32 --> 00:12:32: life.
00:12:32 --> 00:12:36: And each of these was associated with material hardships
and
00:12:36 --> 00:12:37: in terms of numbers.
00:12:37 --> 00:12:40: Health outcomes. What we know is that there actually are
00:12:40 --> 00:12:43: not a lot of overlap between these groups,
00:12:43 --> 00:12:46: so if you were homeless in the child young lifetime,
00:12:46 --> 00:12:49: that was a distinct group from families that were reporting
00:12:49 --> 00:12:52: living in three or more places during the year had
00:12:52 --> 00:12:53: multiple moves,
00:12:53 --> 00:12:55: or reported being behind on rent.
00:12:55 --> 00:12:58: And what I think is really crucial is is that
00:12:58 --> 00:12:59: how much these?
00:12:59 --> 00:13:03: Three different forms of housing instability were associated
with adverse
00:13:03 --> 00:13:04: health.
00:13:04 --> 00:13:05: So as you can see here,
00:13:05 --> 00:13:08: the purple bar is the behind on rent.
00:13:08 --> 00:13:10: The Green bar is multiple moves.
00:13:10 --> 00:13:12: The blue bar is homelessness,
00:13:12 --> 00:13:14: and what I want you to focus on is that
00:13:14 --> 00:13:17: purple bar that behind on rent group and just how
00:13:17 --> 00:13:19: adverse health outcomes are 50%
00:13:19 --> 00:13:21: higher risk of kids being fair.
00:13:21 --> 00:13:25: Poor health, almost 100% increased risk of maternal Fairport

Health

00:13:25 --> 00:13:26: or close to 200%

00:13:26 --> 00:13:29: increase risk of maternal depression.

00:13:29 --> 00:13:33: Fourfold difference in food insecurity or reporting healthcare tradeoffs.

00:13:33 --> 00:13:36: These are been pre covid era and we know that

00:13:36 --> 00:13:39: millions more families are going to be behind on rent

00:13:39 --> 00:13:42: and suffer the same types of homelessness.

00:13:42 --> 00:13:45: The same types of adverse health outcomes that we typically

00:13:45 --> 00:13:48: associate with homelessness as we think about it.

00:13:48 --> 00:13:51: One of the things that's really important,

00:13:51 --> 00:13:53: I think is thinking about place and this is a

00:13:54 --> 00:13:58: map that's operationalizing something called the Child Opportunity Index.

00:13:58 --> 00:14:01: It's an index that was developed by the Kirwan Institute

00:14:01 --> 00:14:02: at Ohio State.

00:14:02 --> 00:14:06: Which graduated kind of 17 different factors into five different

00:14:07 --> 00:14:08: opportunity levels.

00:14:08 --> 00:14:11: So the dark red is the very high opportunity index

00:14:11 --> 00:14:13: down to the very light.

00:14:13 --> 00:14:16: Yellow is the very low opportunity index and this is

00:14:16 --> 00:14:18: the the city of Boston.

00:14:18 --> 00:14:20: For those that aren't familiar,

00:14:20 --> 00:14:23: what we did is a colleague of mine actually worked

00:14:23 --> 00:14:26: with our electronic health record.

00:14:26 --> 00:14:30: Doctor Renee Boynton Jarrett from the Vital Village Network

00:14:31 --> 00:14:33: was

00:14:33 --> 00:14:37: able to work on being able to.

00:14:37 --> 00:14:39: Pull blood pressure readings out of our electronic health

00:14:39 --> 00:14:43: record

00:14:43 --> 00:14:47: to show the bigger the circle,

00:14:47 --> 00:14:51: the higher the prevalence of an elevated blood pressure at

00:14:51 --> 00:14:54: age 3 above the 95th percentile and what you can

00:14:54 --> 00:14:58: see here is that the lower opportunity neighborhoods had

00:14:58 --> 00:15:02: much

00:15:02 --> 00:15:04: higher blood pressures even at age 3 years.

00:15:04 --> 00:15:06: And So what this illustrates is that how disparities in

00:15:06 --> 00:15:10: neighborhoods actually play out in the biology children.

00:15:10 --> 00:15:13: What we know during the COVID-19.

00:15:13 --> 00:15:16: Era is that the Maps of where cases are are

00:15:16 --> 00:15:19: at a higher prevalence in low income neighborhoods.

00:15:19 --> 00:15:22: We also know that the testing sites are less likely

00:15:22 --> 00:15:25: to be in those neighborhoods that access to healthcare and

00:15:16 --> 00:15:19: reliable jobs are less likely in those neighborhoods,
 00:15:19 --> 00:15:22: and so we're going to see how your zip code
 00:15:22 --> 00:15:25: may predict how well you survived the COVID-19 era.
 00:15:25 --> 00:15:28: One of the ways that I just want to highlight
 00:15:28 --> 00:15:31: is I've been struck that many people are wishing me
 00:15:31 --> 00:15:34: to be well as much as wishing to be healthy,
 00:15:34 --> 00:15:35: and I think it really.
 00:15:35 --> 00:15:38: Highlights the drive towards well being,
 00:15:38 --> 00:15:41: and again I want to thank the full frame initiative
 00:15:41 --> 00:15:44: for letting me use some of these slides and what
 00:15:44 --> 00:15:46: well being is really driven by.
 00:15:46 --> 00:15:48: Aziz 5 domains of well being,
 00:15:48 --> 00:15:51: social connectedness, feeling safe, feeling stable,
 00:15:51 --> 00:15:55: feeling masterful that you're in control of what your
 environment
 00:15:56 --> 00:15:56: is,
 00:15:56 --> 00:15:58: and having meaningful access to resources.
 00:15:58 --> 00:16:01: What we know in the COVID-19 era is that each
 00:16:01 --> 00:16:05: of these five domains has been undermined and therefore no
 00:16:05 --> 00:16:06: longer in balance,
 00:16:06 --> 00:16:09: so that. It's harder for us to feel well as
 00:16:09 --> 00:16:13: we think about what how that operationalizes into an equities
 00:16:13 --> 00:16:16: they get in the way of well being both on
 00:16:16 --> 00:16:19: his society level on our experiences and what choices we
 00:16:19 --> 00:16:21: have available to us.
 00:16:21 --> 00:16:24: We know that racism operates on a societal level that
 00:16:24 --> 00:16:28: experiences of trauma aren't equally distributed in
 populations and that
 00:16:29 --> 00:16:32: these lack of choices are really playing out in terms
 00:16:32 --> 00:16:34: of the inequities that we see.
 00:16:34 --> 00:16:36: And so as we think about it,
 00:16:36 --> 00:16:38: we do need to focus on being able to operate
 00:16:38 --> 00:16:40: on multiple levels,
 00:16:40 --> 00:16:42: so we can. Increase access to well being both at
 00:16:43 --> 00:16:44: changing structures,
 00:16:44 --> 00:16:47: being able to activate our our housing and grassroots
 communities,
 00:16:47 --> 00:16:50: and working with partners across the spectrum.
 00:16:50 --> 00:16:52: And so I always like to end with kind of
 00:16:52 --> 00:16:56: this concept of that housing acts as a vaccine through
 00:16:56 --> 00:16:56: equity,
 00:16:56 --> 00:16:58: right? Equality it doesn't mean equity,
 00:16:58 --> 00:17:02: right? If you have different heightened people and you treat

00:17:02 --> 00:17:03: them all equally,
 00:17:03 --> 00:17:05: you give them one box to stand on.
 00:17:05 --> 00:17:08: Only the tallest person is going to reach that Apple
 00:17:08 --> 00:17:10: of opportunity on the tree.
 00:17:10 --> 00:17:13: It's only through equity that we actually all get that
 00:17:13 --> 00:17:14: same fair shot.
 00:17:14 --> 00:17:17: You give that all person one box you give the
 00:17:17 --> 00:17:19: medium high person 2 boxes.
 00:17:19 --> 00:17:21: You give the short person 3 boxes and then they
 00:17:21 --> 00:17:23: all get that same fair shot.
 00:17:23 --> 00:17:26: What I think is really important is that housing is
 00:17:26 --> 00:17:29: a form of equity that we can go through and
 00:17:29 --> 00:17:32: that can be something that can change how we
 operationalize
 00:17:32 --> 00:17:36: equity is really about resetting so that we can have
 00:17:36 --> 00:17:40: a housing vaccine for everyone and have everyone have that
 00:17:40 --> 00:17:41: access to well being.
 00:17:41 --> 00:17:43: So thank you thanks Megan Ann,
 00:17:43 --> 00:17:46: really appreciate that. At this point I would like to
 00:17:46 --> 00:17:47: welcome Doug Bibby,
 00:17:47 --> 00:17:50: Doug, so I think from a multifamily housing perspective I
 00:17:50 --> 00:17:53: think it's important to assess the situation.
 00:17:53 --> 00:17:56: We really gotta go back to the work that went
 00:17:56 --> 00:17:59: into the two trillion dollars stimulus package.
 00:17:59 --> 00:18:02: And you know, clearly the focus was on the consumer,
 00:18:02 --> 00:18:04: the reader, to us and and their needs first and
 00:18:04 --> 00:18:05: foremost.
 00:18:05 --> 00:18:07: And we wanted to make sure that people would still
 00:18:08 --> 00:18:09: have a roof over their heads.
 00:18:09 --> 00:18:12: That was everybody's focus going into this.
 00:18:12 --> 00:18:14: Because, you know, not the reader is not only our
 00:18:14 --> 00:18:15: customer,
 00:18:15 --> 00:18:18: but the consumers are the driving force for the economy.
 00:18:18 --> 00:18:21: But we had to fight for an understanding that if
 00:18:21 --> 00:18:23: renters can't pay monthly rent,
 00:18:23 --> 00:18:26: there is a harmful multiplier effect that cascades out over
 00:18:26 --> 00:18:28: apartment Staffs over suppliers.
 00:18:28 --> 00:18:33: Over fee managers are for local merchants over primary
 lenders
 00:18:33 --> 00:18:36: debt and equity providers and others.
 00:18:36 --> 00:18:39: But the core there's a fundamental lack of understanding of
 00:18:39 --> 00:18:41: how rental Housing Works in this country.

00:18:41 --> 00:18:44: Who owns the stock, where the rent payment goes,
00:18:44 --> 00:18:47: and other pertinent data.
00:18:47 --> 00:18:51: Rental housing in the United States is highly fragmented and
00:18:51 --> 00:18:51: 55%
00:18:51 --> 00:18:53: of the of the units are in one to force.
00:18:53 --> 00:18:57: That is a really, really fragmented and dispersed ownership,
00:18:57 --> 00:19:01: but it's even quite dispersed on the apartment side of
00:19:01 --> 00:19:02: the business,
00:19:02 --> 00:19:05: which is about 45% of the business.
00:19:05 --> 00:19:07: And we have a host of.
00:19:07 --> 00:19:11: Small Businesses 10s of thousands of small businesses that
00:19:11 --> 00:19:15: own
00:19:11 --> 00:19:15: properties and then you have ownership of apartments that
00:19:15 --> 00:19:18: nobody
00:19:15 --> 00:19:18: can put their their finger on the exact total.
00:19:18 --> 00:19:21: But there is a substantial number of units owned by
00:19:21 --> 00:19:26: pension funds that represent teachers and firefighters and
00:19:26 --> 00:19:27: police and
00:19:26 --> 00:19:27: so on 401K's.
00:19:27 --> 00:19:30: And so there are a lot of small business and
00:19:30 --> 00:19:33: a lot of people just like renters who will be
00:19:33 --> 00:19:36: affected by by this whole cover.
00:19:36 --> 00:19:40: 19 and the and the impact on the rental sector.
00:19:40 --> 00:19:43: So this lack of understanding continues to plague the
00:19:43 --> 00:19:43: industry
00:19:43 --> 00:19:43: and is,
00:19:43 --> 00:19:46: as we witnessed with the wave of rent control initiatives
00:19:46 --> 00:19:47: across the country.
00:19:47 --> 00:19:51: But most recently in the deliberations that lead up to
00:19:51 --> 00:19:53: the two trillion dollar stimulus bill.
00:19:53 --> 00:19:57: We had to fight for attention when eviction moratoria were
00:19:57 --> 00:20:01: under consideration because hardly anyone had figured out
00:20:01 --> 00:20:06: that.
00:20:01 --> 00:20:06: Without forbearance, apartment owners could not sustain
00:20:06 --> 00:20:10: months of lower
00:20:06 --> 00:20:10: rent payments without getting some slack from their
00:20:10 --> 00:20:14: creditors.
00:20:10 --> 00:20:14: And they almost certainly would have to cut staff and
00:20:14 --> 00:20:18: services with the ripple effect that I alluded to earlier.
00:20:18 --> 00:20:22: So not to mention the ability to keep apartment communities
00:20:22 --> 00:20:26: safe and sanitized in this in this kind of environment.
00:20:26 --> 00:20:29: We were not entirely successful with their arguments,
00:20:29 --> 00:20:33: as the CARES Act produced an undesirable disconnect
00:20:29 --> 00:20:33: between eviction

00:20:33 --> 00:20:35: moratorium periods and the length of forbearance.

00:20:35 --> 00:20:39: Nor was there a connection between the eviction moratoria and

00:20:39 --> 00:20:41: COVID-19 and what we had to argue and did not

00:20:41 --> 00:20:44: were not successful about was this is not going to

00:20:44 --> 00:20:46: be a rental holiday out there for everybody.

00:20:46 --> 00:20:49: There are plenty of folks who can afford to pay

00:20:49 --> 00:20:52: their bills just as they have to pay their car

00:20:52 --> 00:20:52: payments,

00:20:52 --> 00:20:57: their insurance premiums and other payments people have to pay

00:20:57 --> 00:20:58: their bills.

00:20:58 --> 00:21:01: Plus, there was a lack of specific help for housing

00:21:01 --> 00:21:03: in this in this stimulus package.

00:21:03 --> 00:21:04: So what do we do?

00:21:04 --> 00:21:08: So we sent out a series of recommendations to our

00:21:08 --> 00:21:08: members.

00:21:08 --> 00:21:13: And emphasizing one on one contact with every resident and

00:21:13 --> 00:21:18: suggesting pricing strategies to accommodate those affected by COVID-19.

00:21:18 --> 00:21:22: And essentially the message was love on your residence any way you can.

00:21:22 --> 00:21:23: One of our members has set up a \$5,000,000 Resident

00:21:23 --> 00:21:26: Relief Fund,

00:21:26 --> 00:21:27: another cut rents 10% across the board for all residents,

00:21:27 --> 00:21:31: regardless of their income level or their circumstances.

00:21:31 --> 00:21:35: Others implemented flexible payment plans that are in place

00:21:35 --> 00:21:40: now.

00:21:40 --> 00:21:44: We're also going to release tomorrow the 1st Survey of

00:21:44 --> 00:21:46: Rent Payments from industry data providers.

00:21:46 --> 00:21:50: Those who are doing revenue management systems and others in

00:21:50 --> 00:21:55: the business that will literally cover millions of apartment renters.

00:21:55 --> 00:22:00: And this will begin to inform the deliberations regarding the

00:22:00 --> 00:22:02: next phase of federal support.

00:22:02 --> 00:22:05: So what's next? What we have some talking points that

00:22:05 --> 00:22:07: we've we've created.

00:22:07 --> 00:22:10: We're happy to share those with anyone who wants them

00:22:10 --> 00:22:12: for what we're referring to,

00:22:12 --> 00:22:14: not as in the next stimulus package,

00:22:14 --> 00:22:16: but really as a disaster relief program.

00:22:16 --> 00:22:20: Because we're really filling an economic coal and not necessarily

00:22:20 --> 00:22:22: stimulating the economy.

00:22:22 --> 00:22:24: But we're looking for. As you can see from the

00:22:24 --> 00:22:28: slide and emergency Housing Assistance Fund for renter households,

00:22:28 --> 00:22:32: the first assistance that went out with the \$1200 per.

00:22:32 --> 00:22:35: Individual and then 500 per child.

00:22:35 --> 00:22:37: Is the bare minimum and in the higher cost areas

00:22:37 --> 00:22:38: it is way,

00:22:38 --> 00:22:39: way less than is needed.

00:22:39 --> 00:22:42: We also want to do financial assistance in modifying the

00:22:42 --> 00:22:44: multifamily mortgage,

00:22:44 --> 00:22:48: mortgage, forbearance, and eviction moratorium provisions in the CARES Act.

00:22:48 --> 00:22:49: There's a.

00:22:49 --> 00:22:53: Huge gap between the amount of time allowed for eviction

00:22:53 --> 00:22:55: moratoria an for forbearance.

00:22:55 --> 00:22:59: As I said before. If the apartment owners cannot get

00:22:59 --> 00:23:00: forbearance,

00:23:00 --> 00:23:03: they literally a lot are going to go out of

00:23:04 --> 00:23:04: business.

00:23:04 --> 00:23:07: And the small Business Administration's Paycheck protection program.

00:23:07 --> 00:23:12: We'd like to see it expanded to include multifamily businesses.

00:23:12 --> 00:23:15: The April SBA rule denied eligibility to rent rental,

00:23:15 --> 00:23:17: housing developer and owner firms,

00:23:17 --> 00:23:20: or urging a reversal of this decision so that rental

00:23:20 --> 00:23:24: housing developers and student housing operators can qualify and these

00:23:24 --> 00:23:27: business should also qualify for the CARES Act.

00:23:27 --> 00:23:30: Eligibility waiver for certain business concerns.

00:23:30 --> 00:23:34: We'd also like to see an enacted multifamily depreciation parity

00:23:34 --> 00:23:35: Act.

00:23:35 --> 00:23:39: And then finally an infrastructure investment packages that that promote

00:23:39 --> 00:23:43: housing construction and rehabilitation in certain markets.

00:23:43 --> 00:23:47: We've seen a moratoria, a moratorium on construction activities and

00:23:48 --> 00:23:52: rollbacks in other markets particularly harmful to the student housing

00:23:52 --> 00:23:56: sector where they are racing to get properties up and

00:23:56 --> 00:23:57: ready for the lease up.

00:23:57 --> 00:24:01: That begins in August. If they miss that they've missed

00:24:01 --> 00:24:01: the season,

00:24:01 --> 00:24:04: so there's a lot of stress out there.

00:24:04 --> 00:24:07: We were. Disappointed with the CARES Act in that in

00:24:07 --> 00:24:10: its lack of attention to the housing issues with the

00:24:10 --> 00:24:10: service.

00:24:10 --> 00:24:14: We're also looking to work with other groups to make

00:24:14 --> 00:24:17: sure that there's a fund for servicers who have to

00:24:17 --> 00:24:19: bear a lot of risk in the system.

00:24:19 --> 00:24:21: So there are a lot of things to either fix

00:24:21 --> 00:24:23: or promote going forward.

00:24:23 --> 00:24:26: I'm happy to take any questions and I appreciate the

00:24:26 --> 00:24:28: opportunity to have been included today.

00:24:28 --> 00:24:30: Thank you. Thanks so much Doug.

00:24:30 --> 00:24:34: We really appreciate your perspective and.

00:24:34 --> 00:24:37: Next, very very pleased to have with us dianion,

00:24:37 --> 00:24:41: President and CEO of the National Low Income Housing Coalition.

00:24:41 --> 00:24:44: Diane is going to talk to us about the particular

00:24:44 --> 00:24:48: needs of lower income households and and the folks who

00:24:48 --> 00:24:50: are serving those households today.

00:24:50 --> 00:24:52: Diane, thanks so much for joining us.

00:24:52 --> 00:24:55: Thanks Christopher for having me.

00:24:55 --> 00:24:59: I really appreciate the opportunity and I'm glad to be

00:24:59 --> 00:25:00: here.

00:25:00 --> 00:25:03: So I think when we talk about the challenges that

00:25:03 --> 00:25:07: the lowest income people are facing as a result of

00:25:08 --> 00:25:08: COVID-19,

00:25:08 --> 00:25:13: it's important to start with an understanding of what they

00:25:13 --> 00:25:17: were facing before COVID-19 ever came to our country and

00:25:17 --> 00:25:22: before we had coronavirus as a consideration we had in

00:25:22 --> 00:25:26: our country, over 560,000 people on any given night who

00:25:26 --> 00:25:30: are experiencing homelessness and those numbers.

00:25:30 --> 00:25:34: The number of people who are experiencing homelessness

00:25:34 --> 00:25:37: have been

00:25:37 --> 00:25:39: increasing for the last three years,

00:25:39 --> 00:25:44: and in some communities they've been.

00:25:44 --> 00:25:47: The numbers have been increasing dramatically and the

00:25:47 --> 00:25:51: challenge of

00:25:51 --> 00:25:52: homelessness has become increasingly visible.

00:25:52 --> 00:25:56: So in some communities, specially along the West Coast

00:25:56 --> 00:25:56: where

00:25:56 --> 00:25:56: homelessness is increased,

00:25:56 --> 00:25:56: there have also been dramatic increases in the number of

00:25:56 --> 00:26:00: people who are homeless and without any shelter at all.

00:26:00 --> 00:26:05: And the reason why the number of people experiencing homelessness

00:26:05 --> 00:26:10: has been increasing is primarily a result of increasing housing

00:26:10 --> 00:26:13: costs and for the lowest income workers,

00:26:13 --> 00:26:18: mostly stagnant wages and again even before COVID-19 came to

00:26:18 --> 00:26:19: the country,

00:26:19 --> 00:26:22: we had a shortage of 7 million homes,

00:26:22 --> 00:26:26: affordable and available to the lowest income people.

00:26:26 --> 00:26:30: So another way of saying that same number is for

00:26:30 --> 00:26:31: every 100.

00:26:31 --> 00:26:33: Of the lowest income renters,

00:26:33 --> 00:26:37: I'm talking bout seniors, people with disabilities,

00:26:37 --> 00:26:40: families with young kids. For every 100 of them there

00:26:40 --> 00:26:44: are fewer than 30 seven homes affordable and available to

00:26:44 --> 00:26:45: them.

00:26:45 --> 00:26:48: And you can see from this map on your screen

00:26:48 --> 00:26:52: that the shortage ranges from most severe to least severe.

00:26:52 --> 00:26:55: But there is no community in the country that has

00:26:55 --> 00:27:00: a sufficient number of homes that are affordable and available

00:27:00 --> 00:27:02: to the lowest income people.

00:27:02 --> 00:27:05: So because of this severe shortage,

00:27:05 --> 00:27:09: we had a situation again before COVID-19 were about 8

00:27:09 --> 00:27:13: million of the lowest income renters in our country.

00:27:13 --> 00:27:18: We're not homeless yet, but they were doubling and tripling

00:27:18 --> 00:27:23: up with other families and they were severely cost burdened.

00:27:23 --> 00:27:27: Paying 50, 60, 70 percent of their income each month

00:27:27 --> 00:27:29: just to keep a roof over their heads.

00:27:29 --> 00:27:32: So I always would say when I would.

00:27:32 --> 00:27:36: Describe this situation to people that you know when you

00:27:36 --> 00:27:38: have such limited income to begin with,

00:27:38 --> 00:27:41: an you're paying more than half of it just to

00:27:41 --> 00:27:43: keep a roof over your head.

00:27:43 --> 00:27:45: You have very little left over.

00:27:45 --> 00:27:48: You have no cushion to be able to absorb a

00:27:48 --> 00:27:49: financial shock.

00:27:49 --> 00:27:53: And of course, coronavirus is the financial shock and this

00:27:53 --> 00:27:54: slide is kind of blurry,

00:27:54 --> 00:27:56: but you get the point.

00:27:56 --> 00:27:58: And you've seen these numbers before.

00:27:58 --> 00:28:01: Just a shocking number of people in our country who
00:28:01 --> 00:28:02: are losing jobs.
00:28:02 --> 00:28:07: Who are losing hours? Who are losing income and again
00:28:07 --> 00:28:10: when you consider the lowest wage,
00:28:10 --> 00:28:14: workers are are some of those who are losing their
00:28:14 --> 00:28:15: jobs first.
00:28:15 --> 00:28:19: We know that just as a result of coronavirus,
00:28:19 --> 00:28:22: one of the outcomes will be an increase of at
00:28:22 --> 00:28:26: least another million and a half families.
00:28:26 --> 00:28:31: By our estimates of severely cost burdened extremely low
00:28:31 --> 00:28:32: income
00:28:31 --> 00:28:32: renters.
00:28:32 --> 00:28:35: So if we had a system in our country where
00:28:35 --> 00:28:38: we could catch people when they fell off of a
00:28:38 --> 00:28:40: financial Cliff,
00:28:40 --> 00:28:45: we could better better weather this disaster that we're
00:28:45 --> 00:28:45: experiencing
00:28:45 --> 00:28:45: right now.
00:28:45 --> 00:28:48: But we don't have that system.
00:28:48 --> 00:28:51: Instead we have a system in our country where only
00:28:51 --> 00:28:56: one in every four households who needs housing assistance
00:28:56 --> 00:28:56: gets
00:28:56 --> 00:28:56: any.
00:28:56 --> 00:29:00: So 75% of people who need housing assistance.
00:29:00 --> 00:29:04: Um? Gets none. They're the folks who are standing in
00:29:04 --> 00:29:08: line waiting to add their names to know years or
00:29:08 --> 00:29:09: decades long.
00:29:09 --> 00:29:14: Waiting lists. Hoping to win what's essentially a housing
00:29:14 --> 00:29:15: lottery
00:29:14 --> 00:29:15: in our system.
00:29:15 --> 00:29:20: So now because we didn't address these severe shortages
00:29:20 --> 00:29:24: and
00:29:20 --> 00:29:24: the reality of homelessness in our country for so many
00:29:24 --> 00:29:24: years now,
00:29:24 --> 00:29:27: we face these really chilling scenarios.
00:29:27 --> 00:29:29: I'm sorry. Go back one slide,
00:29:29 --> 00:29:32: please. So now we have these,
00:29:32 --> 00:29:37: really. Chilling scenarios where we have to consider you
00:29:37 --> 00:29:43: know
00:29:37 --> 00:29:43: what happens when people who are sleeping in homeless
00:29:43 --> 00:29:46: encampments.
00:29:43 --> 00:29:46: And have no access to hot water or soap.
00:29:46 --> 00:29:49: What happens when they face a pandemic,
00:29:49 --> 00:29:53: right? What happens when we have millions of people who

00:29:53 --> 00:29:56: on a good day are on the cusp of losing
00:29:56 --> 00:29:57: their homes?
00:29:57 --> 00:30:00: In the middle of a pandemic,
00:30:00 --> 00:30:04: when our collective health depends on our ability to stay
00:30:05 --> 00:30:05: home right?
00:30:05 --> 00:30:09: So maybe 1 result of this is that.
00:30:09 --> 00:30:12: We have a better understanding of everything that Megan
has
00:30:12 --> 00:30:14: spent her career teaching us,
00:30:14 --> 00:30:16: and what she talked about earlier,
00:30:16 --> 00:30:19: right? Maybe now we really understand.
00:30:19 --> 00:30:22: Professionally, personally, you know in a very new,
00:30:22 --> 00:30:26: profound way that housing is healthcare.
00:30:26 --> 00:30:27: And I think whether or not,
00:30:27 --> 00:30:31: we understand that. This much is clear that we will
00:30:31 --> 00:30:35: not contain the pandemic until everyone of us has an
00:30:35 --> 00:30:37: ability to isolate.
00:30:37 --> 00:30:41: It's really important to. I think I just want to
00:30:41 --> 00:30:45: lift up and make sure that we all recognize that
00:30:45 --> 00:30:49: this pandemic is not a great equalizer and that the
00:30:49 --> 00:30:54: virus certainly doesn't discriminate and who get in in terms
00:30:54 --> 00:30:55: of who gets sick.
00:30:55 --> 00:30:58: But our healthcare system does,
00:30:58 --> 00:31:01: and our segregated housing system does.
00:31:01 --> 00:31:05: And we already know that's not what this slide shows,
00:31:05 --> 00:31:08: but just to keep this up for a moment.
00:31:08 --> 00:31:13: But we already know from the communities that are starting
00:31:13 --> 00:31:17: to release some data that the virus is killing.
00:31:17 --> 00:31:24: Black families disproportionately. 70% of the deaths in many
communities
00:31:24 --> 00:31:27: so far are African American people.
00:31:27 --> 00:31:32: This is because the underlying health conditions that put us
00:31:32 --> 00:31:36: at risk of getting very sick or even dying from
00:31:36 --> 00:31:37: coronavirus.
00:31:37 --> 00:31:41: Are the same health conditions that come when we live
00:31:42 --> 00:31:44: in poverty things like heart,
00:31:44 --> 00:31:47: heart, conditions or diabetes or asthma right?
00:31:47 --> 00:31:53: And we know that people experiencing poverty are
disproportionately black
00:31:53 --> 00:31:54: households.
00:31:54 --> 00:31:58: Saying with people who experiencing experience
homelessness.
00:31:58 --> 00:32:04: They are disproportionately black people where African

00:32:04 --> 00:32:04: Americans make up
 00:32:04 --> 00:32:08: about 13%
 00:32:08 --> 00:32:11: of the general population. They make up 40%.
 00:32:11 --> 00:32:13: Of people who are experiencing homelessness and 50%
 00:32:13 --> 00:32:17: of homeless families with kids.
 00:32:17 --> 00:32:22: And this slide shows you that the same is true
 00:32:22 --> 00:32:22: for extremely low income renters that they are
 00:32:22 --> 00:32:25: disproportionately people
 00:32:25 --> 00:32:28: of color.
 00:32:28 --> 00:32:32: And when we start to talk about a need to
 00:32:32 --> 00:32:35: create provide relief for higher income renters,
 00:32:35 --> 00:32:38: it might be true. I'm not suggesting it's not that
 00:32:38 --> 00:32:40: the there is not a need that exists there,
 00:32:40 --> 00:32:45: but we should just be very clear that when we
 00:32:45 --> 00:32:49: are talking about higher income.
 00:32:49 --> 00:32:52: Renters. We're talking overwhelmingly about white
 00:32:52 --> 00:32:57: households who are not
 00:32:57 --> 00:33:01: being disproportionately impacted by the virus,
 00:33:01 --> 00:33:05: so we have to make sure that in the solutions
 00:33:05 --> 00:33:08: we are one certainly not exacerbating racial inequities that
 00:33:08 --> 00:33:10: exist,
 00:33:10 --> 00:33:14: but that we are using these billions of dollars to
 00:33:14 --> 00:33:17: actually alleviate and address some of the racial disparities
 00:33:17 --> 00:33:21: that
 00:33:21 --> 00:33:24: exist in our country and in our systems.
 00:33:24 --> 00:33:25: So the solutions you know.
 00:33:25 --> 00:33:30: Really, as they've always been when it comes to solutions
 00:33:30 --> 00:33:33: to homelessness and housing poverty,
 00:33:33 --> 00:33:37: it's pretty simple, right? And I think now more than
 00:33:37 --> 00:33:39: ever we have to 1st Protect and House people who
 00:33:39 --> 00:33:41: are homeless.
 00:33:41 --> 00:33:44: We have to prevent more people from becoming homeless in
 00:33:44 --> 00:33:49: the middle of a public health emergency.
 00:33:49 --> 00:33:51: And we have to preserve the very limited affordable housing
 00:33:51 --> 00:33:55: that exists in our country.
 00:33:55 --> 00:33:56: So the CARES Act passed.
 00:33:56 --> 00:33:56: We worked hard. To ensure that there were significant
 00:33:56 --> 00:33:56: funding
 00:33:56 --> 00:33:56: for homeless outreach workers and homeless shelter
 00:33:56 --> 00:33:56: providers through the
 00:33:56 --> 00:33:56: emergency Solutions Grants program,
 00:33:56 --> 00:33:56: there's 4 billion dollars allocated for that purpose.
 00:33:56 --> 00:33:56: That's a lot of money.

00:33:56 --> 00:33:59: It's a lot more money than homeless shelters have at the moment,

00:33:59 --> 00:34:00: and it's badly needed so that they can do some

00:34:00 --> 00:34:03: of the most basic things of getting people who are

00:34:03 --> 00:34:06: homeless and sleeping on a sidewalk off that sidewalk and

00:34:06 --> 00:34:09: into a hotel room so that they can be safe

00:34:09 --> 00:34:12: during the pandemic.

00:34:12 --> 00:34:13: I'll be safe during it and also doing things like

00:34:13 --> 00:34:17: deconcentrating their shelters in order to implement social distancing and

00:34:17 --> 00:34:21: keep people safe.

00:34:21 --> 00:34:23: So 4 billion dollars will go to shelter providers soon,

00:34:23 --> 00:34:26: and it can be used for a lot of important

00:34:26 --> 00:34:29: purposes to start saving lives,

00:34:29 --> 00:34:31: and it's not enough. We're going to need more than

00:34:31 --> 00:34:34: that and I'll talk about that a second next slide,

00:34:34 --> 00:34:37: please.

00:34:37 --> 00:34:39: We also worked to get 5 billion dollars in Community

00:34:39 --> 00:34:42: development block grants to local communities and really

00:34:42 --> 00:34:46: important to

00:34:46 --> 00:34:49: know that because of some of the waivers that were

00:34:49 --> 00:34:51: included in this grant program,

00:34:51 --> 00:34:54: these funds can be used for emergency rental assistance,

00:34:54 --> 00:34:57: will have some new materials out soon that we've been

00:34:57 --> 00:35:00: working on with mayors from across the country,

00:35:00 --> 00:35:03: which is some guidance for local communities about how they

00:35:03 --> 00:35:06: can use these funds to provide rental assistance.

00:35:06 --> 00:35:10: The rest that another like 3 billion dollars altogether was.

00:35:10 --> 00:35:14: Funding for different subsidized housing programs.

00:35:14 --> 00:35:17: Most of this money is meant to make up for

00:35:17 --> 00:35:21: the lost income when residents say of public housing are

00:35:21 --> 00:35:23: having their incomes go down,

00:35:23 --> 00:35:27: the amount that they're paying towards their rent goes down

00:35:27 --> 00:35:27: as well.

00:35:27 --> 00:35:31: But the PH is need that money to continue operations,

00:35:31 --> 00:35:35: and so similarly for Section 8 vouchers and other programs,

00:35:35 --> 00:35:39: these funds are meant to account for that lost income

00:35:39 --> 00:35:41: and keep the housing.

00:35:41 --> 00:35:44: Operators more or less whole in the process,

00:35:44 --> 00:35:48: and there are a number of moratoriums on evictions and

00:35:48 --> 00:35:53: foreclosures when it comes to evictions for residents of subsidized

00:35:53 --> 00:35:54: housing apartments.

00:35:54 --> 00:35:59: That's the most uniform policy where those evictions there there

00:35:59 --> 00:36:03: is essentially a blanket moratorium on evictions for all subsidized

00:36:04 --> 00:36:08: housing tenants and then includes residents of low income housing

00:36:08 --> 00:36:12: tax credit properties. There are also some moratoria.

00:36:12 --> 00:36:16: For an eviction filings for renters in homes that are

00:36:16 --> 00:36:21: covered by federally backed mortgage is also an important step

00:36:21 --> 00:36:22: forward,

00:36:22 --> 00:36:26: but very confusing for renters who have no idea what

00:36:26 --> 00:36:30: who or what is backing the mortgages of the homes

00:36:30 --> 00:36:31: that they live in.

00:36:31 --> 00:36:34: So some work to do to improve that as well.

00:36:34 --> 00:36:37: Next slide please.

00:36:37 --> 00:36:41: So much more action is needed and we are pushing

00:36:41 --> 00:36:43: in the next spending package.

00:36:43 --> 00:36:47: We're already working with leadership and members of Congress to

00:36:47 --> 00:36:51: ensure that the next funding bill includes more money for

00:36:51 --> 00:36:52: emergency solutions,

00:36:52 --> 00:36:56: grants those. Again, that's the money for those shelter providers

00:36:56 --> 00:36:58: and outreach workers.

00:36:58 --> 00:37:01: We need at least 11 1/2 billion dollars more we

00:37:01 --> 00:37:05: are pushing for a national uniform moratorium on evictions and

00:37:05 --> 00:37:06: foreclosures right now.

00:37:06 --> 00:37:10: What we have is a patchwork of policies at the

00:37:10 --> 00:37:13: federal level at many state and local levels.

00:37:13 --> 00:37:16: Last I counted there were about 15 states that had

00:37:16 --> 00:37:20: some degree of moratoria on evictions and foreclosures and there

00:37:20 --> 00:37:22: were about two dozen cities who had the same.

00:37:22 --> 00:37:25: That's good news for the people who live in those

00:37:26 --> 00:37:26: communities,

00:37:26 --> 00:37:29: but a lot of people are falling through the cracks

00:37:29 --> 00:37:33: and it's creating a lot of confusion for everybody and

00:37:33 --> 00:37:36: so we are pushing for there to be a national

00:37:36 --> 00:37:39: uniform policy that assures everybody in the country.

00:37:39 --> 00:37:43: That we won't lose our homes in the midst of

00:37:43 --> 00:37:44: a pandemic.

00:37:44 --> 00:37:49: And we're pushing 400 billion dollars at least of emergency
00:37:49 --> 00:37:50: rental assistance.

00:37:50 --> 00:37:54: We did an analysis. We released the paper today to
00:37:54 --> 00:37:57: show why 100 billion dollars,
00:37:57 --> 00:38:01: who that who that covers and how much it costs
00:38:01 --> 00:38:02: per person.

00:38:02 --> 00:38:06: But we believe this funding is really a senchal in
00:38:06 --> 00:38:10: the next package and the purpose of it is really
00:38:10 --> 00:38:10: twofold.

00:38:10 --> 00:38:14: One is to protect low income renters from falling off
00:38:14 --> 00:38:16: a financial Cliff.

00:38:16 --> 00:38:20: Once those moratoriums are lifted and back rent is owed
00:38:20 --> 00:38:20: right,
00:38:20 --> 00:38:23: the last thing we want to do is saddle low
00:38:23 --> 00:38:24: income.

00:38:24 --> 00:38:27: People with more debt during this crisis and we have
00:38:27 --> 00:38:33: to recognize that especially small landlords cannot continue
to maintain

00:38:33 --> 00:38:37: and operate their units without rental income coming in.

00:38:37 --> 00:38:40: So we also don't want to end this crisis having
00:38:40 --> 00:38:41: lost.

00:38:41 --> 00:38:45: Some of our very important affordable housing infrastructure
in this

00:38:45 --> 00:38:46: country.

00:38:46 --> 00:38:50: And then we also need some other resources and policies
00:38:50 --> 00:38:53: related to banning sweeps of homeless encampments,
00:38:53 --> 00:38:55: emergency funds for public housing,
00:38:55 --> 00:38:59: another HUD, housing developers, and access to legal
services,

00:38:59 --> 00:39:03: and housing counseling and just want to leave this for
00:39:03 --> 00:39:04: us all as.

00:39:04 --> 00:39:08: A cautionary tale. This is this is a photo that
00:39:08 --> 00:39:12: really sticks with me and I hope it will with
00:39:12 --> 00:39:13: you as well.

00:39:13 --> 00:39:17: This is the response that the city of Las Vegas
00:39:17 --> 00:39:22: implemented when an employee in a homeless shelter.
00:39:22 --> 00:39:27: Was positive for COVID-19. They shut down the shelter and
00:39:27 --> 00:39:31: they had people sleep in this parking lot 6 feet
00:39:31 --> 00:39:35: apart without so much as a mattress or read man
00:39:35 --> 00:39:38: in a city with 100,000 vacant hotel rooms.

00:39:38 --> 00:39:41: So one this is this is a I think an
00:39:41 --> 00:39:45: example for all of us of what we shouldn't do,
00:39:45 --> 00:39:49: how we shouldn't respond but also of just how much

00:39:49 --> 00:39:53: is at stake because the people of the city of.

00:39:53 --> 00:39:57: Vegas will not contain COVID-19 until everyone of these people

00:39:57 --> 00:40:00: has a safer place than this to isolate and so

00:40:01 --> 00:40:03: this impacts not just those families,

00:40:03 --> 00:40:06: not just the city, but the whole country.

00:40:06 --> 00:40:09: We all have a stake in getting this right and

00:40:09 --> 00:40:13: I'll leave it there and look forward to your questions

00:40:13 --> 00:40:15: and conversation.

00:40:15 --> 00:40:18: Thanks, Christopher. Pardon me, thanks so much.

00:40:18 --> 00:40:21: Diane, thanks to Megan and Doug as well.

00:40:21 --> 00:40:25: We have a robust set of questions that's been.

00:40:25 --> 00:40:29: That are being posed and I'd like to start with

00:40:29 --> 00:40:32: with one which it would be great if we could

00:40:32 --> 00:40:37: get each of your perspectives kind of beyond the advocacy

00:40:37 --> 00:40:42: and policy space. What can owners and operators of multifamily

00:40:42 --> 00:40:45: housing kind of do on their own now?

00:40:45 --> 00:40:49: Or should they be doing now in response to various

00:40:49 --> 00:40:51: aspects of this crisis?

00:40:51 --> 00:40:55: Certainly policy responses is justified and warranted.

00:40:55 --> 00:40:57: But there's also a great need.

00:40:57 --> 00:41:00: Kind of for an immediate response among many of those

00:41:00 --> 00:41:01: whose fault today,

00:41:01 --> 00:41:04: so I would appreciate it if you could each talk

00:41:04 --> 00:41:06: a little bit about kind of.

00:41:06 --> 00:41:10: What are the immediate things that owner operators?

00:41:10 --> 00:41:14: Can do to address to address this crisis and Doug,

00:41:14 --> 00:41:16: why don't I have to start with you on that

00:41:16 --> 00:41:19: question if you don't work here?

00:41:19 --> 00:41:22: No problem at all. What we have said all along

00:41:22 --> 00:41:23: for weeks.

00:41:23 --> 00:41:26: Many weeks is for each of the owners.

00:41:26 --> 00:41:31: Or the managers who are operating for those owners to

00:41:31 --> 00:41:33: contact every single resident.

00:41:33 --> 00:41:35: And and assess their needs.

00:41:35 --> 00:41:38: I mean, this is a time when it's gotta be

00:41:38 --> 00:41:39: one on one contact.

00:41:39 --> 00:41:43: They have to. The readers do understand that someone

00:41:44 --> 00:41:48: cares about them and someone cares about restructuring their

00:41:49 --> 00:41:50: payment plans if they need to.

00:41:50 --> 00:41:53: So what we've had a great deal of success in
00:41:53 --> 00:41:55: in in communicating that,
00:41:55 --> 00:41:59: and a lot of our members have been following that.
00:41:59 --> 00:42:03: And thanking their residents when they make their payments.
00:42:03 --> 00:42:06: Those who can. And so I think that personal contact
00:42:06 --> 00:42:09: and letting every single person know that you want to
00:42:09 --> 00:42:13: work with them and you want to understand their needs
00:42:13 --> 00:42:15: as best you can is the best way to approach
00:42:15 --> 00:42:16: it.
00:42:16 --> 00:42:17: Great thanks for that, Diane.
00:42:17 --> 00:42:21: Do you have any kind of particular perspective from owners
00:42:21 --> 00:42:25: of properties that are there serving lower income
populations?
00:42:25 --> 00:42:28: I'm sorry Christopher, can I ask you to repeat the
00:42:28 --> 00:42:29: original question again?
00:42:29 --> 00:42:32: Sure, the question is is what can be done by
00:42:32 --> 00:42:35: owners kind of in the short and immediate term.
00:42:35 --> 00:42:38: To address the needs of of their of their tenants
00:42:38 --> 00:42:41: to address the various challenges of COVID-19.
00:42:41 --> 00:42:46: Understanding that there are kind of bigger picture and
longer
00:42:46 --> 00:42:47: term policy needs.
00:42:47 --> 00:42:50: What can they do on their own kind of starting
00:42:50 --> 00:42:52: today to address those needs to?
00:42:52 --> 00:42:55: Yeah thank you. Thanks for that and thanks for the
00:42:55 --> 00:42:56: question.
00:42:56 --> 00:42:59: It's a good one. I think that right so there's
00:42:59 --> 00:43:03: a lot of needs that exist among families and people
00:43:03 --> 00:43:03: who live.
00:43:03 --> 00:43:08: Let's say in subsidized. Housing or in housing that's under
00:43:08 --> 00:43:12: operated by some of the bigger nonprofit developers who are
00:43:12 --> 00:43:17: serving lower income people and those needs go beyond
being
00:43:17 --> 00:43:20: in a home. It also they go towards,
00:43:20 --> 00:43:24: you know, having Wi-Fi or computers in order to continue
00:43:24 --> 00:43:29: educating their children while schools are closed or they go
00:43:29 --> 00:43:32: to being able to have a sufficient amount of food.
00:43:32 --> 00:43:35: Again while schools are closed or why?
00:43:35 --> 00:43:38: While their income is going down,
00:43:38 --> 00:43:42: and while some of the food banks are struggling to
00:43:42 --> 00:43:44: keep enough food on the shelves,
00:43:44 --> 00:43:48: so I think partnerships in this moment are critical and
00:43:48 --> 00:43:52: having housing providers who already do this work often.

00:43:52 --> 00:43:56: But you know, really reaching out to the food banks

00:43:56 --> 00:44:00: to the local libraries which are closed but might have

00:44:00 --> 00:44:05: equipment that they can donate for some purposes and really

00:44:05 --> 00:44:09: being resourceful. And connected as much as possible to kind

00:44:09 --> 00:44:13: of triage can really meet all of these tremendous needs

00:44:13 --> 00:44:16: while they wait for some of this federal money to

00:44:16 --> 00:44:20: start flowing that can start meeting at least some of

00:44:20 --> 00:44:20: the needs.

00:44:20 --> 00:44:23: Great, great thank you for that Diane,

00:44:23 --> 00:44:27: and would appreciate your perspective on this as well.

00:44:27 --> 00:44:30: Megan, one of the things that you mentioned was that

00:44:30 --> 00:44:34: some questions have been asked about is you mentioned that

00:44:34 --> 00:44:38: that we really haven't necessarily thought about?

00:44:38 --> 00:44:41: People being in their homes and their homes 24/7.

00:44:41 --> 00:44:45: Are there things that property owners need to be thinking

00:44:45 --> 00:44:48: about in terms of addressing that reality?

00:44:48 --> 00:44:51: For the short to mid term and are there other

00:44:51 --> 00:44:54: things that they should be doing in terms of the

00:44:54 --> 00:44:57: way that they're operating their properties to address?

00:44:57 --> 00:45:01: Kind of the additional risks that are present now?

00:45:01 --> 00:45:04: Yeah, so I think that there are a couple of

00:45:04 --> 00:45:09: really interesting things that I've observed among the

00:45:09 --> 00:45:13: affordable housing.

00:45:09 --> 00:45:13: Providers here in Massachusetts that I think are really

00:45:13 --> 00:45:16: creative.

00:45:13 --> 00:45:16: I think the first is obviously it's incredibly hard to

00:45:16 --> 00:45:20: get cleaning supplies right now because of the lack of

00:45:20 --> 00:45:23: them in the stores or things like that.

00:45:23 --> 00:45:26: The other pieces that a lot of cleaning supplies actually

00:45:26 --> 00:45:28: may have toxic stuff.

00:45:28 --> 00:45:30: You know, like some of the bleach is,

00:45:30 --> 00:45:34: if they're chlorinated or some of the air fresheners or

00:45:34 --> 00:45:35: other things,

00:45:35 --> 00:45:37: and so some of the many of the local public

00:45:37 --> 00:45:42: health departments have really amazing resources about

00:45:37 --> 00:45:42: how to mix.

00:45:42 --> 00:45:46: Quote unquote green cleaning supplies where you can do that

00:45:46 --> 00:45:50: naturally with things like lemon juice and baking soda and

00:45:50 --> 00:45:54: other things that you may be able to to actually

00:45:54 --> 00:45:58: buy in the stores, particularly the City of Los Angeles,

00:45:58 --> 00:46:03: has green cleaning supply recipes in 12 different languages that

00:46:03 --> 00:46:04: you can access,

00:46:04 --> 00:46:08: and so I really encourage being able to help people

00:46:08 --> 00:46:12: necessarily mix their own cleaning supplies safely.

00:46:12 --> 00:46:15: As a way to potentially make housing healthier,

00:46:15 --> 00:46:17: I think is really important.

00:46:17 --> 00:46:20: The other thing that I've seen is that certain senior

00:46:20 --> 00:46:24: housing developments because of the fear of social isolation,

00:46:24 --> 00:46:29: have been instituting quote unquote social hours where people open

00:46:29 --> 00:46:32: their doors and are able to wave at each other

00:46:32 --> 00:46:36: and potentially have conversations as a way to to connect

00:46:36 --> 00:46:38: a little bit. As at a safe distance as a

00:46:38 --> 00:46:42: way to try to encourage some type of social connectivity.

00:46:42 --> 00:46:44: And I just want to highlight,

00:46:44 --> 00:46:47: I definitely think what Doug and Diane said.

00:46:47 --> 00:46:50: That was really important is there are resources in the

00:46:50 --> 00:46:51: Community,

00:46:51 --> 00:46:54: food banks or others that are able to sometimes do

00:46:54 --> 00:46:55: drop offs.

00:46:55 --> 00:46:58: And so if there are ways in which residents service

00:46:58 --> 00:47:01: providers can check in with each of their tenants and

00:47:01 --> 00:47:04: be able to be that connector to the other resources,

00:47:04 --> 00:47:07: I do think that's a way that can be really

00:47:07 --> 00:47:11: tangible way of meaningful support that can be really helpful.

00:47:11 --> 00:47:13: Great, great, thanks so much.

00:47:13 --> 00:47:17: Want to move on to another group of questions that

00:47:17 --> 00:47:22: are focused on design and building codes and would love

00:47:22 --> 00:47:23: to hear any.

00:47:23 --> 00:47:27: Any perspectives that and maybe again,

00:47:27 --> 00:47:30: well, we'll start with you Doug on.

00:47:30 --> 00:47:34: Are you hearing from from your members of kind of

00:47:34 --> 00:47:39: design changes that they're looking at for their housing to

00:47:39 --> 00:47:43: be more resilient in a similar kind of of.

00:47:43 --> 00:47:45: Of circumstance in the future,

00:47:45 --> 00:47:49: is there an expectation that there are going to be

00:47:49 --> 00:47:50: major kind of?

00:47:50 --> 00:47:54: Are substantial changes in building codes?

00:47:54 --> 00:47:57: Related to this an I guess kind of on a

00:47:57 --> 00:47:59: more on a on a more granular level.

00:47:59 --> 00:48:02: As an example of the design question,

00:48:02 --> 00:48:06: what's happening with with common spaces that obviously aren't able

00:48:06 --> 00:48:10: to be used the same way in the current environment?

00:48:10 --> 00:48:13: And are you starting to see what the future might

00:48:13 --> 00:48:16: look like of design and use of those spaces?

00:48:16 --> 00:48:20: Thanks, Christopher. I think it's way too early.

00:48:20 --> 00:48:24: Don't don't forget, we're just still coming to grips with

00:48:24 --> 00:48:26: this as a country.

00:48:26 --> 00:48:31: And I do think that many of the.

00:48:31 --> 00:48:35: Leading builders and certainly of the architectural firms,

00:48:35 --> 00:48:38: had been already refocusing their attention on how to get

00:48:38 --> 00:48:41: more affordable product to the market,

00:48:41 --> 00:48:45: frankly. And what worries me about this pandemic and its

00:48:45 --> 00:48:51: implications thereof is that we might find ourselves even farther

00:48:51 --> 00:48:53: behind coming out of this.

00:48:53 --> 00:48:56: We just don't know what this will mean.

00:48:56 --> 00:48:58: Longer term, you know it.

00:48:58 --> 00:49:00: In one scenario, if you have a,

00:49:00 --> 00:49:04: if you have a vaccine that can be administered within

00:49:05 --> 00:49:07: a reasonable timeframe from now,

00:49:07 --> 00:49:11: then we can at least eliminate one fear of this

00:49:11 --> 00:49:12: pen pandemic.

00:49:12 --> 00:49:15: From rearing its ugly head again,

00:49:15 --> 00:49:18: but you know, I do worry that people will be

00:49:18 --> 00:49:21: concerned about any public spaces,

00:49:21 --> 00:49:27: whether it's ballparks or theaters or museums or apartment communities

00:49:27 --> 00:49:29: going forward and.

00:49:29 --> 00:49:32: And I think it will set us back a bit

00:49:32 --> 00:49:35: in terms of doing some of the vital work that

00:49:35 --> 00:49:39: we need to do to frankly create denser communities near

00:49:39 --> 00:49:44: transit nodes to allow people of lesser economic means to

00:49:44 --> 00:49:49: reduce their transportation costs and also process potential at the

00:49:49 --> 00:49:52: same time reduce their housing costs so.

00:49:52 --> 00:49:55: I just think it's way too early for the design

00:49:55 --> 00:49:56: side of this thing,

00:49:56 --> 00:50:00: but there is important work going on in the affordable

00:50:01 --> 00:50:01: side.

00:50:01 --> 00:50:04: No thanks, thanks very much Doug.

00:50:04 --> 00:50:08: I appreciate that and I guess kind of building on

00:50:08 --> 00:50:11: on your your points about affordability.

00:50:11 --> 00:50:16: Diane, what we already had a very severe shortage of
00:50:16 --> 00:50:16: units,
00:50:16 --> 00:50:21: particularly at the very low income and extremely low income
00:50:21 --> 00:50:25: end of things going in to this crisis.
00:50:25 --> 00:50:30: How do you see this impacting made those segments coming
00:50:30 --> 00:50:32: out of the crisis and?
00:50:32 --> 00:50:34: How do you? How do you see production?
00:50:34 --> 00:50:36: Being able to respond to that?
00:50:36 --> 00:50:40: You see, an increase of demand that there will need
00:50:40 --> 00:50:43: to be an increase in production to meet.
00:50:43 --> 00:50:45: Or do you see us coming out in a similar
00:50:45 --> 00:50:48: to a situation as the shortages that we kind of
00:50:48 --> 00:50:50: entered the crisis with?
00:50:50 --> 00:50:54: Yeah, so right. We had an extraordinary challenge and.
00:50:54 --> 00:50:59: Lack of homes affordable for lowest income people before
00:50:59 --> 00:51:00: the
00:51:00 --> 00:51:03: crisis,
00:51:03 --> 00:51:09: just from the unemployment numbers alone,
00:51:09 --> 00:51:14: we know that the need for affordable housing will increase.
00:51:14 --> 00:51:19: We're estimating at least another 1 1/2 million households
00:51:19 --> 00:51:23: will
00:51:23 --> 00:51:26: become very low income or extremely low income as a
00:51:26 --> 00:51:29: result of COVID-19 and the financial fallout.
00:51:29 --> 00:51:30: And so the shortage will become more severe,
00:51:30 --> 00:51:34: and I think like Doug said,
00:51:34 --> 00:51:37: I you know I want.
00:51:37 --> 00:51:42: It's it's really too soon to be able to tell
00:51:42 --> 00:51:45: just how bad it's going to get,
00:51:45 --> 00:51:50: but clearly it's going to become worse.
00:51:50 --> 00:51:54: And it offers us on the one hand,
00:51:54 --> 00:51:56: though maybe some opportunities. I think the one opportunity
00:51:56 --> 00:52:00: will
00:52:00 --> 00:52:04: be that at some point Congress will turn to a
00:52:04 --> 00:52:05: stimulus package.
00:52:05 --> 00:52:08: There will be a need to stimulate the economy.
00:52:08 --> 00:52:11: And constructing affordable housing is a great way to do
00:52:11 --> 00:52:12: that,
00:52:12 --> 00:52:14: and I know everybody on this web and R knows
00:52:14 --> 00:52:18: that and believes that as deeply as we do and
00:52:18 --> 00:52:19: we can prove it.
00:52:19 --> 00:52:21: You know, we have many,
00:52:21 --> 00:52:24: many years or decades of data and research and messages
00:52:24 --> 00:52:27: to share for.

00:52:19 --> 00:52:22: How many jobs are created?

00:52:22 --> 00:52:26: You know how much local economies improve when we build

00:52:26 --> 00:52:28: affordable housing,

00:52:28 --> 00:52:32: so we have an opportunity that I think we're also

00:52:32 --> 00:52:37: particularly well organized and poised to take advantage of

00:52:37 --> 00:52:41: when,

00:52:41 --> 00:52:43: when it arises in that we have so many housing

00:52:43 --> 00:52:47: groups across the country.

00:52:47 --> 00:52:51: From developers to renters and everybody in between.

00:52:51 --> 00:52:55: And people who are homeless who can work with us

00:52:55 --> 00:53:00: to push Congress to make really significant.

00:53:00 --> 00:53:04: Investments in the National Housing Trust Fund in increasing

00:53:04 --> 00:53:08: and

00:53:08 --> 00:53:11: improving the low income housing tax credit program and in

00:53:11 --> 00:53:14: a number of other ways that that to build more

00:53:14 --> 00:53:18: homes for the lowest income people.

00:53:18 --> 00:53:22: So I think it will get worse for sure,

00:53:22 --> 00:53:26: and we might actually be able to get some significant

00:53:26 --> 00:53:31: funding to start to improve it again sometime soon.

00:53:31 --> 00:53:34: Megan, if we could get turned back to you.

00:53:34 --> 00:53:39: To start on this next question,

00:53:39 --> 00:53:42: we've had a number of questions about particular needs of

00:53:42 --> 00:53:44: seniors in the current environment.

00:53:44 --> 00:53:48: We certainly everyone has read the news articles about.

00:53:48 --> 00:53:51: Over folks being more susceptible to the virus being much

00:53:51 --> 00:53:53: more dangerous for them.

00:53:53 --> 00:53:56: What? What should folks be thinking in terms of ensuring

00:53:56 --> 00:54:00: the safety of their tenants who are seniors and and

00:54:00 --> 00:54:03: as well go back around to you?

00:54:03 --> 00:54:07: Doug and Diane as well and would like to hear

00:54:07 --> 00:54:11: kind of again both from an owner's perspective and what

00:54:11 --> 00:54:13: they can do immediately to help seniors and bigger picture

00:54:13 --> 00:54:17: policy. Why not? What's coming up that could help that

00:54:17 --> 00:54:21: could help seniors in their current housing situation,

00:54:21 --> 00:54:25: but. Love to start with you on this with Megan.

00:54:25 --> 00:54:28: Yeah, thank you. I I do think that certainly senior

00:54:28 --> 00:54:32: housing developments may want to Institute some level of

00:54:32 --> 00:54:35: visitor

00:54:35 --> 00:54:38: policy 's I think I think that being able to

00:54:38 --> 00:54:41: limit the number of visitors and or trying to make

00:54:41 --> 00:54:44: sure that any visitors are certainly not actively unwell.

00:54:44 --> 00:54:47: It becomes a little bit difficult,

00:54:47 --> 00:54:50: especially given the.

00:54:38 --> 00:54:41: The fact that sometimes people who are well can still
00:54:41 --> 00:54:43: be carrying the virus.
00:54:43 --> 00:54:46: So I do think the CDC's advisory around face coverings
00:54:46 --> 00:54:50: is really important and so being able to allow that
00:54:50 --> 00:54:51: some seniors,
00:54:51 --> 00:54:53: especially if they have respiratory issues,
00:54:53 --> 00:54:56: may not feel comfortable covering their face.
00:54:56 --> 00:54:59: It may actually Institute difficulty breathing,
00:54:59 --> 00:55:02: but whatever is possible around,
00:55:02 --> 00:55:04: I think limiting exposure and other things.
00:55:04 --> 00:55:08: I think the second is being able to make sure
00:55:08 --> 00:55:08: that.
00:55:08 --> 00:55:13: Seniors are getting whatever type of personal assistance that
00:55:13 --> 00:55:16: they typically have available to them.
00:55:16 --> 00:55:21: Some seniors we're actually doing a an on-site Wellness
00:55:21 --> 00:55:25: team
00:55:25 --> 00:55:28: in several senior developments here in Massachusetts,
00:55:28 --> 00:55:30: and some of the.
00:55:30 --> 00:55:33: Visiting nurses or personal care assistants.
00:55:33 --> 00:55:36: Some seniors are asking them not to come right now,
00:55:36 --> 00:55:38: and I feel like they're able to handle their personal
00:55:38 --> 00:55:38: care on their own,
00:55:38 --> 00:55:39: and then others feel like no,
00:55:39 --> 00:55:42: I still need that assistance and are able to work
00:55:42 --> 00:55:44: around it to make it work.
00:55:44 --> 00:55:47: I think the last is making sure that seniors have
00:55:47 --> 00:55:48: their basic needs,
00:55:48 --> 00:55:50: food, their medications, other things,
00:55:50 --> 00:55:53: and there may be ways in which you can work
00:55:53 --> 00:55:57: with pharmacies around delivery or other things that can
00:55:57 --> 00:55:57: make
00:55:57 --> 00:55:57: that possible.
00:55:57 --> 00:56:00: And so I. I think it's just the basics,
00:56:00 --> 00:56:03: as Doug alluded to, checking on your seniors,
00:56:03 --> 00:56:07: making sure that your networking making sure that you're
00:56:07 --> 00:56:11: limiting
00:56:11 --> 00:56:11: exposure may be having hyper cleaning and other types of
00:56:11 --> 00:56:15: supplies.
00:56:15 --> 00:56:18: And I think that as much as possible partnering with
00:56:18 --> 00:56:19: your healthier community as needed if you need to be
00:56:19 --> 00:56:19: able to assist people,
00:56:19 --> 00:56:21: at least in the short run,

00:56:21 --> 00:56:23: I think we're all good strategies.

00:56:23 --> 00:56:27: Great, great Doug. Do you have anything to add with

00:56:27 --> 00:56:28: regard to housing?

00:56:28 --> 00:56:30: Yeah, I think.

00:56:30 --> 00:56:32: I think she's absolutely right,

00:56:32 --> 00:56:34: absolutely right about visitor protocols.

00:56:34 --> 00:56:37: I mean, I do think there's a way to do

00:56:37 --> 00:56:41: that where the connection to loved ones is almost.

00:56:41 --> 00:56:45: Most heartbreaking side of this whole thing people are dying.

00:56:45 --> 00:56:48: Without being able to be with their loved ones or

00:56:48 --> 00:56:51: people are struggling to be without their loved ones and

00:56:51 --> 00:56:53: there there's got to be a way.

00:56:53 --> 00:56:56: Um of creating links so that they can stay connected

00:56:56 --> 00:56:58: to their families,

00:56:58 --> 00:57:00: even if it's just through you know,

00:57:00 --> 00:57:04: face timing, helping them FaceTime or helping them zoom or

00:57:04 --> 00:57:05: whatever it is,

00:57:05 --> 00:57:09: but this this lack of up connection to your family

00:57:09 --> 00:57:10: is just as I said,

00:57:10 --> 00:57:15: it's just heartbreaking. So we gotta figure it out for

00:57:15 --> 00:57:15: that.

00:57:15 --> 00:57:18: And and Diane, I know that there are many,

00:57:18 --> 00:57:24: many seniors who are also in the low income category.

00:57:24 --> 00:57:28: I guess what is is there anything additional that's available

00:57:28 --> 00:57:31: to help them now and is there anything in the

00:57:31 --> 00:57:35: works in upcoming stimulus or relief packages that could be

00:57:35 --> 00:57:39: of assistance to yeah right about about half of people

00:57:39 --> 00:57:43: who are extremely low income whether their subsidized

00:57:43 --> 00:57:47: renters or

00:57:47 --> 00:57:51: not are either seniors or their people with disabilities or

00:57:51 --> 00:57:51: underlying health conditions. So they are very vulnerable and

00:57:51 --> 00:57:52: to

00:57:52 --> 00:57:55: the illness.

00:57:52 --> 00:57:55: I think in certainly in public housing.

00:57:55 --> 00:58:00: Developments other subsidized properties owners should be

00:58:00 --> 00:58:03: doing all that

00:58:03 --> 00:58:06: they can to do frequent deep cleaning.

00:58:06 --> 00:58:09: Of of, you know, the hand rails and the elevators

00:58:09 --> 00:58:13: and all of the common spaces for the low wage

00:58:13 --> 00:58:17: workers who are still having to go to work everyday

00:58:17 --> 00:58:22: to keep the seniors in those same developments safe from

00:58:22 --> 00:58:22: exposure and certainly public housing developments don't

00:58:22 --> 00:58:22: have alot of

00:58:22 --> 00:58:25: money to be able to do any of that and
 00:58:25 --> 00:58:27: need. Additional capital funds to do so,
 00:58:27 --> 00:58:30: we're working to try to get that through Congress,
 00:58:30 --> 00:58:33: but in the meantime, I would urge the public housing
 00:58:33 --> 00:58:36: authorities who do have reserve funds that now is the
 00:58:36 --> 00:58:39: time to dip into those and use them for this
 00:58:39 --> 00:58:42: purpose to to really save lives.
 00:58:42 --> 00:58:45: Even more extreme of a need are people who are
 00:58:45 --> 00:58:46: homeless,
 00:58:46 --> 00:58:50: whether they're in shelters are in encampments and one of
 00:58:50 --> 00:58:55: the things about the population of people experiencing
 homelessness is
 00:58:55 --> 00:58:59: that seniors really applies to people who are 50 or
 00:58:59 --> 00:59:01: up in the homeless population,
 00:59:01 --> 00:59:04: because there is a lot of evidence to show that
 00:59:04 --> 00:59:09: a 50 year old person who's experiencing homelessness
 presents like
 00:59:09 --> 00:59:11: a 70 year old person who doesn't.
 00:59:11 --> 00:59:14: As that's a testament to.
 00:59:14 --> 00:59:18: The health challenges that either lead them to becoming
 homelessness
 00:59:18 --> 00:59:21: or that they developed as a result of being homeless.
 00:59:21 --> 00:59:25: So it's it's so important that local communities do all
 00:59:25 --> 00:59:26: that they can.
 00:59:26 --> 00:59:28: To get people who are homeless,
 00:59:28 --> 00:59:33: and especially if they're seniors or have underlying health
 conditions
 00:59:33 --> 00:59:35: into hotel rooms into other,
 00:59:35 --> 00:59:37: place it into trailers, RV's,
 00:59:37 --> 00:59:40: places where they can isolate and stay safer from this
 00:59:40 --> 00:59:41: from the disease.
 00:59:41 --> 00:59:46: And again, there's, there's money that Congress is provided
 that
 00:59:46 --> 00:59:47: can help with that,
 00:59:47 --> 00:59:50: but in the meantime there are also a lot of
 00:59:50 --> 00:59:54: state and local governments putting up money and
 foundations.
 00:59:54 --> 00:59:58: And private philanthropists are putting forward money.
 00:59:58 --> 01:00:00: For that purpose. So again,
 01:00:00 --> 01:00:03: I think it's a time to really be resourceful and
 01:00:03 --> 01:00:05: creative and find ways to get in.
 01:00:05 --> 01:00:09: Get people into places where they can isolate and stay
 01:00:09 --> 01:00:13: safe from this disease as much as possible.

01:00:13 --> 01:00:14: And to that point, Diane,
 01:00:14 --> 01:00:18: we've had a number of questions with regard to leveraging
 01:00:18 --> 01:00:22: existing vacant real estate to meet homeless needs.
 01:00:22 --> 01:00:25: And maybe that this is opportunity.
 01:00:25 --> 01:00:27: To create some models. To do that,
 01:00:27 --> 01:00:29: we have malls and retail space.
 01:00:29 --> 01:00:34: It's open. We're likely to have additional vacant office space
 01:00:34 --> 01:00:35: coming out of this crisis.
 01:00:35 --> 01:00:39: Do you have any pressure on those kinds of models
 01:00:39 --> 01:00:41: that are being discussed?
 01:00:41 --> 01:00:44: Yeah, absolutely. Now is the time to be creative,
 01:00:44 --> 01:00:47: right? And find ways. I think the hotels are the
 01:00:47 --> 01:00:49: best example of that.
 01:00:49 --> 01:00:52: You know, hotels in most cities are pretty empty.
 01:00:52 --> 01:00:55: For all the obvious reasons and.
 01:00:55 --> 01:01:01: Filling those hotel rooms with people who are homeless
 instead
 01:01:01 --> 01:01:04: protects the people who are homeless,
 01:01:04 --> 01:01:08: protects the whole city from further contagion,
 01:01:08 --> 01:01:12: and even keeps some people working and keeps some jobs.
 01:01:12 --> 01:01:17: Keeps some people from having to be laid off instead
 01:01:17 --> 01:01:20: so and keeps those hotels afloat.
 01:01:20 --> 01:01:23: Maybe through this financial crisis.
 01:01:23 --> 01:01:26: So it is happening in some communities.
 01:01:26 --> 01:01:30: There's actually now at least I'd say a dozen cities
 01:01:30 --> 01:01:34: that are contract ING with hotels to free up space
 01:01:34 --> 01:01:37: and move people who are homeless into those rooms.
 01:01:37 --> 01:01:40: It's not happening fast enough,
 01:01:40 --> 01:01:43: and it's not happening at scale yet anywhere,
 01:01:43 --> 01:01:46: but it is starting to to move forward,
 01:01:46 --> 01:01:49: and I think in the places where they really are
 01:01:49 --> 01:01:51: committed to doing this,
 01:01:51 --> 01:01:53: like the state of California,
 01:01:53 --> 01:01:57: it's mostly resources that's been slowing it down.
 01:01:57 --> 01:02:00: And so just to also mention for four people on
 01:02:00 --> 01:02:03: this web and R who might be doing this work
 01:02:03 --> 01:02:08: locali that there are resources available through FEMA and
 through
 01:02:08 --> 01:02:12: its Disaster Relief Fund, and FEMA is starting now to
 01:02:12 --> 01:02:17: work through States and in some cases through mayors
 through
 01:02:17 --> 01:02:21: governors or sometimes through mayors to agree to pay for
 01:02:21 --> 01:02:24: moving people who are homeless and at high risk or

01:02:24 --> 01:02:28: who have can contract contracted the disease.
 01:02:28 --> 01:02:31: Into hotels, so that's another place where if it's local
 01:02:31 --> 01:02:33: level you're working on this,
 01:02:33 --> 01:02:36: you should be in touch with your governor with your
 01:02:36 --> 01:02:39: mayor and they should be if they're not already,
 01:02:39 --> 01:02:42: they should be urging FEMA to fund this kind of
 01:02:42 --> 01:02:45: this kind of space to get people off the streets
 01:02:45 --> 01:02:48: and out of congregate shelters and into safety.
 01:02:50 --> 01:02:52: Thanks thanks Dan. That's helpful Megan.
 01:02:52 --> 01:02:54: I'd like to come back to you.
 01:02:54 --> 01:02:58: There are two concepts that you mentioned that have
 resonated.
 01:02:58 --> 01:03:01: Probably more than two, but two that folks have mentioned
 01:03:01 --> 01:03:05: that really resonated with them and that they like to
 01:03:05 --> 01:03:08: have a little bit clearer understanding of kind of your
 01:03:08 --> 01:03:12: definition and perspective. First is your concept of housing as
 01:03:12 --> 01:03:13: a vaccine an and kind of?
 01:03:13 --> 01:03:16: Can you talk a little bit more of what you
 01:03:16 --> 01:03:17: mean by that?
 01:03:17 --> 01:03:23: And Secondly. This concept of of housing as an important
 01:03:23 --> 01:03:24: intervention.
 01:03:24 --> 01:03:27: For health and equity, could you talk a little bit
 01:03:27 --> 01:03:29: more about each of those?
 01:03:29 --> 01:03:31: Yeah, now I'd be happy too.
 01:03:31 --> 01:03:33: So I tend to talk about housing,
 01:03:33 --> 01:03:36: acting like a vaccine in the fact that a vaccine
 01:03:36 --> 01:03:39: is something that keeps you healthy now and in the
 01:03:39 --> 01:03:40: future.
 01:03:40 --> 01:03:42: And so I often will point to some of our
 01:03:42 --> 01:03:45: Children's Health watch research around.
 01:03:45 --> 01:03:48: Just what does a housing subsidy do for you?
 01:03:48 --> 01:03:50: And in our research we deal a lot with food
 01:03:50 --> 01:03:52: insecure families,
 01:03:52 --> 01:03:54: families with young children, zero to four.
 01:03:54 --> 01:03:58: And so we published an article now close to 15
 01:03:58 --> 01:03:58: years ago,
 01:03:58 --> 01:04:01: right 2005 looking at food insecure families,
 01:04:01 --> 01:04:06: and we compared those that actually were eligible for
 housing
 01:04:06 --> 01:04:09: subsidy and received it versus those that were say on
 01:04:09 --> 01:04:11: the waiting list.
 01:04:11 --> 01:04:14: And what we showed was that this high risk group
 01:04:14 --> 01:04:16: right this food insecure group.

01:04:16 --> 01:04:18: If you had a housing subsidy,
 01:04:18 --> 01:04:22: you were twofold less likely to be underweight for age.
 01:04:22 --> 01:04:25: So your body was less likely to be stunted.
 01:04:25 --> 01:04:28: As a result of your food insecurity,
 01:04:28 --> 01:04:31: if you had a housing voucher and so that's why
 01:04:31 --> 01:04:34: I tend to think about this idea that you can
 01:04:34 --> 01:04:36: not have to spend more than 30%
 01:04:36 --> 01:04:39: of your take home income gives you some resiliency,
 01:04:39 --> 01:04:42: some immunity against the future shocks,
 01:04:42 --> 01:04:45: and I think that that really is highlighted right now
 01:04:45 --> 01:04:49: with how many people are now feeling that that risk
 01:04:49 --> 01:04:53: of falling behind on rent and potentially being evicted and
 01:04:53 --> 01:04:55: other things. I think this concept of.
 01:04:55 --> 01:04:59: Equity is that we often think about fairness and treating
 01:05:00 --> 01:05:01: everyone equally.
 01:05:01 --> 01:05:04: But what we understand now is that if you treat
 01:05:04 --> 01:05:08: everyone equally and they start from different places,
 01:05:08 --> 01:05:12: we know that you just perpetuate the differences.
 01:05:12 --> 01:05:16: The disparity you don't actually close the disparity gap,
 01:05:16 --> 01:05:19: so the concept of equity is where you give some
 01:05:19 --> 01:05:23: people more because they start from a different place.
 01:05:23 --> 01:05:26: And I think that with especially.
 01:05:26 --> 01:05:29: Housing's history of redlining and other things.
 01:05:29 --> 01:05:33: I think this moment in time is where we need
 01:05:33 --> 01:05:33: to reset.
 01:05:33 --> 01:05:38: We need to bring it huge additional resources to housing,
 01:05:38 --> 01:05:42: and that includes the multifamily space and others so that
 01:05:42 --> 01:05:45: it's not just protecting what we have.
 01:05:45 --> 01:05:47: We have to protect that.
 01:05:47 --> 01:05:51: But can we have essentially a huge new investment at
 01:05:51 --> 01:05:54: the federal level for kids and families?
 01:05:54 --> 01:05:57: And I think the answer to that is we must
 01:05:57 --> 01:05:58: do that.
 01:05:58 --> 01:06:01: If we are going to equitably be able to give
 01:06:01 --> 01:06:04: everyone that same fair shot.
 01:06:04 --> 01:06:07: Thanks, thanks for that Megan and we have time to
 01:06:07 --> 01:06:09: address 1 more question.
 01:06:09 --> 01:06:12: That being said, if you have a question that has
 01:06:12 --> 01:06:15: not been addressed please go ahead and type it in
 01:06:15 --> 01:06:15: the Q&A.
 01:06:15 --> 01:06:19: We will pull these questions into a document and circulate
 01:06:19 --> 01:06:23: them to our panelists and then any additional information that

01:06:23 --> 01:06:25: they may be able to provide an answer to those

01:06:25 --> 01:06:29: questions. We're happy to send out to vote back out

01:06:29 --> 01:06:31: to folks as follow up from today's web and R,

01:06:31 --> 01:06:33: but for the last question Doug,

01:06:33 --> 01:06:35: there were a number of.

01:06:35 --> 01:06:39: Folks who are interested in learning more in terms of

01:06:39 --> 01:06:42: the CARES Act and kind of who is eligible for

01:06:42 --> 01:06:46: support there and what are the gaps that remain and

01:06:46 --> 01:06:49: need to be met. Could you talk in a little

01:06:49 --> 01:06:52: bit more detail about the CARES

01:06:52 --> 01:06:55: Act well, I think.

01:06:55 --> 01:06:58: I think the best thing they can do is go

01:06:58 --> 01:07:02: onto our website and I think you can access a

01:07:02 --> 01:07:03: recap there.

01:07:03 --> 01:07:06: If not, I will make sure that we have one

01:07:06 --> 01:07:07: put up there.

01:07:07 --> 01:07:12: I believe there is one you can access.

01:07:12 --> 01:07:15: Via our website, but there's an awful lot to the

01:07:15 --> 01:07:15: act.

01:07:15 --> 01:07:18: It's got hundreds of pages.

01:07:18 --> 01:07:22: I mentioned that you know it had direct assessments that

01:07:22 --> 01:07:26: had the unemployment insurance that had the.

01:07:26 --> 01:07:31: The mortgage forbearance for federally insured mortgages

01:07:31 --> 01:07:32: and things like

01:07:32 --> 01:07:35: that.

01:07:35 --> 01:07:38: But it is it was severely lacking in in what

01:07:38 --> 01:07:40: Diane and Megan were talking about,

01:07:40 --> 01:07:45: which is connection to housing.

01:07:45 --> 01:07:47: And so we're all working our organization with Diane's and

01:07:47 --> 01:07:50: others are working toward.

01:07:50 --> 01:07:54: The fix is in the and the new asks in

01:07:54 --> 01:07:58: what would I guess best as is described as a

01:07:58 --> 01:08:02: disaster relief package that will be the next one we

01:08:02 --> 01:08:03: work on. The good news is that the administration has

01:08:03 --> 01:08:05: signals,

01:08:05 --> 01:08:08: its willingness to work on this with the Democrats.

01:08:08 --> 01:08:10: So I'm I'm at least cautiously optimistic that we can

01:08:10 --> 01:08:12: move forward before we close.

01:08:12 --> 01:08:15: I just want to remind folks of our next two

01:08:15 --> 01:08:19: weeks of upcoming webinars April the 14th one on the

01:08:19 --> 01:08:19: economics of COVID-19 and how may treat commercial real

01:08:19 --> 01:08:19: estate.

01:08:19 --> 01:08:22: Multifamily owners are navigating the crisis with their tenants and
01:08:22 --> 01:08:24: in two weeks from 1:00 to 2:15,
01:08:24 --> 01:08:27: everything you need to know about healthy buildings with
Doctor
01:08:28 --> 01:08:30: Joseph Allen from the Harvard Chan School.
01:08:30 --> 01:08:34: Of public health. Thanks again to our fantastic panelists
today.
01:08:34 --> 01:08:37: Megan, Sandel, Doug, Debbie and Diane, we so much
appreciate
01:08:38 --> 01:08:41: your time and thanks to so many of you attendees
01:08:41 --> 01:08:42: today for joining.
01:08:42 --> 01:08:46: We really appreciate your engagement and will look forward
to
01:08:46 --> 01:08:47: seeing you on future webinars.
01:08:47 --> 01:08:50: I hope everyone has a great afternoon.

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