Webinar

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

Date: February 18, 2022

00:00:06 --> 00:00:09:	Good morning and thank you all for joining us today.
00:00:09 --> 00:00:12:	Whether you joined us or if you joined us on
00:00:12 --> 00:00:12:	Wednesday.
00:00:12 --> 00:00:15:	Welcome back if you're just joining us for the first
00:00:15 --> 00:00:16:	time today.
00:00:16 --> 00:00:21:	Welcome to your life Philadelphia and the Development Workshops forum
00:00:21 --> 00:00:23:	on Black and Brown homeownership.
00:00:23 --> 00:00:26:	Before we get started, I just want to go through
00:00:26 --> 00:00:27:	a few quick housekeeping items.
00:00:27 --> 00:00:28:	My name is Scott Moran.
00:00:28 --> 00:00:31:	I'm a director here at ULI Philadelphia,
00:00:31 --> 00:00:32:	as you might have heard,
00:00:32 --> 00:00:34:	we are recording today's conversation.
00:00:34 --> 00:00:37:	We also recorded Wednesday is conversation and we'll be making
00:00:38 --> 00:00:39:	both of those available,
00:00:39 --> 00:00:42:	usually within about two weeks after the after the program.
00:00:42 --> 00:00:44:	So we'll make that available to all attendees.
00:00:44 --> 00:00:45:	And thanks to our sponsors,
00:00:45 --> 00:00:47:	will actually be able to make that available publicly as
00:00:48 --> 00:00:48:	well.
00:00:48 --> 00:00:50:	For folks who are not able to join us for
00:00:50 --> 00:00:52:	the live discussion.
00:00:52 --> 00:00:54:	We will ask for everyone to remain muted today.
00:00:54 --> 00:00:58:	Unless you're you're a panelist just to make sure that
00:00:58 --> 00:01:01:	we maintain a sort of high degree of audio quality
00:01:01 --> 00:01:02:	so everyone can hear.
00:01:02 --> 00:01:05:	Though we do welcome folks to submit any questions you
00:01:05 --> 00:01:08:	might have for the panelists in the chat throughout the
00:01:08 --> 00:01:10:	program and we'll have some time at the end to
00:01:10 --> 00:01:13:	really dive into those questions.

00:01:15 --> 00:01:17: Just for everyone's benefit, in case you weren't here on
00:01:17 --> 00:01:18: on Wednesday or or,
00:01:18 --> 00:01:20: you're new to to today's conversation.
00:01:20 --> 00:01:23: I just wanted to take a step back and explain
00:01:23 --> 00:01:25: a little bit about who you will.
00:01:25 --> 00:01:28: I, the Urban Land Institute is we're a nonprofit membership
00:01:28 --> 00:01:32: and educational association with the mission to shape the future
00:01:32 --> 00:01:36: for the built environment for transformative impact in communities worldwide.
00:01:36 --> 00:01:40: As an organization we have about 45 thousand members around
00:01:40 --> 00:01:43: the world and about 900 local members who represent an
00:01:43 --> 00:01:47: interdisciplinary cross section of real estate and land use professional.
00:01:47 --> 00:01:50: So everyone from developers to lenders,
00:01:50 --> 00:01:54: architects, planners from the private sector,
00:01:54 --> 00:01:57: and public sector all have a place within you Ally.
00:01:57 --> 00:02:00: Locally, our reach includes the Philadelphia Metro as well as
00:02:00 --> 00:02:02: four regions in Central Pennsylvania,
00:02:02 --> 00:02:05: Delaware, the Lehigh Valley and southern New Jersey,
00:02:05 --> 00:02:08: and we truly are a membership driven organization with over
00:02:08 --> 00:02:12: 20 different committees and councils that drive the conversations and
00:02:12 --> 00:02:13: programs that we host today.
00:02:13 --> 00:02:16: Today's program, in particular, is a really great example of
00:02:16 --> 00:02:19: that where we had four different committees and councils come
00:02:19 --> 00:02:23: together to help prep for this conversation that includes our
00:02:23 --> 00:02:25: small scale and impact Development Council,
00:02:25 --> 00:02:28: our Housing Council, our community and Economic Development Council,
00:02:28 --> 00:02:29: as well as our diversity.
00:02:29 --> 00:02:32: Again, Inclusion Council, and if you're not already a member
00:02:32 --> 00:02:34: of ULI and you're interested in learning more or getting
00:02:34 --> 00:02:35: involved,
00:02:35 --> 00:02:38: I invite you to reach out to us after today's
00:02:38 --> 00:02:39: program.
00:02:39 --> 00:02:41: All of the work that we do would not be
00:02:41 --> 00:02:42: possible without the support of our sponsors,
00:02:42 --> 00:02:45: so I do want to take a second just to
00:02:45 --> 00:02:46: recognize their support.
00:02:46 --> 00:02:50: In particular our urban visionary sponsors.
00:02:50 --> 00:02:53: Our diamond leadership circle and platinum sponsors.

00:02:56 --> 00:02:59: As well as our silver and friends sponsors and for
00:02:59 --> 00:03:00: today's conversation,
00:03:00 --> 00:03:03: I also want to pause and take a moment to
00:03:03 --> 00:03:04: to thank our event.
00:03:04 --> 00:03:07: Specific sponsors shift capital and a Council member.
00:03:07 --> 00:03:10: Alan damn, who support really made us who made it
00:03:10 --> 00:03:15: a possibility to to record these conversations and make them
00:03:15 --> 00:03:19: available to a broader audience in in the coming weeks.
00:03:19 --> 00:03:21: So with that I'd like to pass things over to
00:03:21 --> 00:03:24: our co-host for for today's program.
00:03:24 --> 00:03:26: David Feldman, who's the executive director.
00:03:26 --> 00:03:27: With the development workshop.
00:03:30 --> 00:03:32: Good morning, Anna. Thank you Kevin,
00:03:32 --> 00:03:35: and welcome to our panelists for day two of our
00:03:35 --> 00:03:39: jointly sponsored forum on preserving and expanding Black and Brown
00:03:39 --> 00:03:40: homeownership.
00:03:40 --> 00:03:43: The panel on day one gave some greatly informative presentations
00:03:43 --> 00:03:47: when the challenges for black and brown homeowners homebuyers and
00:03:47 --> 00:03:51: how they're addressing those challenges and provided deep insights on
00:03:51 --> 00:03:54: what needs to be done to improve the homeownership gap,
00:03:54 --> 00:03:57: especially between black and white homeownership.
00:03:57 --> 00:03:58: On behalf of the Development Workshop,
00:03:58 --> 00:04:00: I want to thank the members of today's.
00:04:00 --> 00:04:03: Panel who have great expertise on the challenges faced by
00:04:03 --> 00:04:07: existing black and brown homeowners maintaining their homes.
00:04:07 --> 00:04:10: Passing along homes to the next generation to preserve family
00:04:10 --> 00:04:13: wealth and getting full value for their homes when they
00:04:13 --> 00:04:14: choose to sell,
00:04:14 --> 00:04:17: we will hear about partnerships that work to achieve these
00:04:17 --> 00:04:19: goals and hopefully many in attendance.
00:04:19 --> 00:04:22: Today will learn methods they can replicate with organizations and
00:04:22 --> 00:04:24: communities where they are active.
00:04:24 --> 00:04:27: I also want to thank our event sponsors as Kevin
00:04:27 --> 00:04:28: did shift capital.
00:04:28 --> 00:04:30: Councilmember Allen Dom for their support.
00:04:30 --> 00:04:33: That will enable this forum to be accessible at no

00:04:33 --> 00:04:35: cost as a future online posting.
00:04:35 --> 00:04:39: So the examples and issues being discussed can benefit practitioners
00:04:39 --> 00:04:42: and community members who were not able to attend this
00:04:42 --> 00:04:43: week.
00:04:43 --> 00:04:44: As stated on day one,
00:04:44 --> 00:04:47: this has been a great opportunity for a broader audience
00:04:47 --> 00:04:49: to learn about the range of issues that the Development
00:04:49 --> 00:04:50: workshop explores.
00:04:50 --> 00:04:54: Our monthly meetings bringing key leaders in the region to
00:04:54 --> 00:04:55: provide analysis on government,
00:04:55 --> 00:05:01: industry, infrastructure and the real estate markets across many sectors.
00:05:01 --> 00:05:05: We provide educational feedback to policymakers from abroad,
00:05:05 --> 00:05:09: cost industry perspective as our members include yes developers,
00:05:09 --> 00:05:12: but many more, including planners,
00:05:12 --> 00:05:15: architects, engineers. Finance and title companies.
00:05:15 --> 00:05:20: Law firms economists anchor institutions including healthcare systems and universities.
00:05:20 --> 00:05:24: It's worked repeating that Development Workshop is proud that its
00:05:24 --> 00:05:28: membership arguably represents the most diverse membership of any organization
00:05:28 --> 00:05:31: in the real estate development space in the region.
00:05:31 --> 00:05:35: Once again, I particularly want to acknowledge the amazing job
00:05:35 --> 00:05:39: that Activia how a few terrible trust Philadelphia policy and
00:05:39 --> 00:05:42: research initiative has done as the moderator for our first
00:05:42 --> 00:05:45: panel on expanding Black and Brown home ownership.
00:05:45 --> 00:05:48: Octavia led and enlightening and engaging discussion of those who
00:05:48 --> 00:05:49: are here.
00:05:49 --> 00:05:52: The other day will know and ran an active and
00:05:52 --> 00:05:55: extensive Q&A session to respond to a very active chat
00:05:55 --> 00:05:56: conversation.
00:05:56 --> 00:06:00: Inspired by the panelists, we were so grateful to Octavia
00:06:00 --> 00:06:04: for agreeing to moderate both sessions and appreciate all the
00:06:04 --> 00:06:05: preparation,
00:06:05 --> 00:06:07: including several planning meetings with UI,
00:06:07 --> 00:06:10: the workshop, and the panelists to create a form with
00:06:10 --> 00:06:14: useful and actionable information and lively discussion.
00:06:14 --> 00:06:15: Thank you so much, Octavia.

00:06:16 --> 00:06:19: Thanks David, I really happy to be here and to
00:06:19 --> 00:06:22: participate in in these conversations.
00:06:22 --> 00:06:24: I want to just go ahead and dive right in
00:06:24 --> 00:06:25: so we can get to the meat of it,
00:06:25 --> 00:06:27: but but before we do that,
00:06:27 --> 00:06:30: here's the context due in part to the city's low
00:06:30 --> 00:06:32: housing content costs.
00:06:32 --> 00:06:35: Philadelphia has the highest rate of black homeownership among the
00:06:35 --> 00:06:37: 50 largest cities in the country,
00:06:37 --> 00:06:41: but home ownership is becoming increasingly unattainable for black and
00:06:41 --> 00:06:42: brown households,
00:06:42 --> 00:06:45: and little progress has been made in closing the racial
00:06:45 --> 00:06:48: homeownership gap in the past 30 years.
00:06:48 --> 00:06:50: One thing about what it takes to increase homeownership rates
00:06:50 --> 00:06:52: or keep them from falling.
00:06:52 --> 00:06:53: One must consider two things.
00:06:53 --> 00:06:56: What it takes to get people into homes and what
00:06:56 --> 00:06:57: it takes to keep them there.
00:06:57 --> 00:07:00: On Wednesday we discuss the challenges host households face when
00:07:01 --> 00:07:02: seeking to purchase a home.
00:07:02 --> 00:07:03: If you miss that conversation,
00:07:03 --> 00:07:05: I really do encourage you to keep an eye out
00:07:05 --> 00:07:06: for the recording,
00:07:06 --> 00:07:08: but I'll give you a few highlights that intersect with
00:07:08 --> 00:07:09: the conversation.
00:07:09 --> 00:07:11: We like to have. Today we learned that there are
00:07:11 --> 00:07:14: many factors that threaten home ownership for the city's black
00:07:14 --> 00:07:15: and brown home seekers,
00:07:15 --> 00:07:18: including lower household median incomes.
00:07:18 --> 00:07:23: Rising home crisis residence among lenders to issue small loans.
00:07:23 --> 00:07:26: A limited supply of moderately priced homes in the city
00:07:26 --> 00:07:29: in competition with cash buyers,
00:07:29 --> 00:07:33: our panelists described how this historic discrimination and the resultant
00:07:33 --> 00:07:36: suppressed home values in black and brown neighborhoods translate to
00:07:36 --> 00:07:39: less buying power and a knowledge deficit of.
00:07:39 --> 00:07:42: For Jeff first generation home buyers.

00:07:42 --> 00:07:45: They emphasize the need for stronger and more diverse pipelines
00:07:45 --> 00:07:48: for professions that serve the home buying industry,
00:07:48 --> 00:07:51: including Realtors, housing counselors and appraisers.
00:07:51 --> 00:07:53: Today, we're going to dive into the other end of
00:07:54 --> 00:07:54: the equation.
00:07:54 --> 00:07:57: Home ownership retention. We know that home ownership in the
00:07:57 --> 00:08:00: city remains one of the best ways to avoid costs.
00:08:00 --> 00:08:02: Bird in the city. Not surprisingly,
00:08:02 --> 00:08:05: being cost burden is least common among Philadelphia households.
00:08:05 --> 00:08:08: Their own that own their homes free and clear without
00:08:08 --> 00:08:09: mortgages.
00:08:09 --> 00:08:11: 40% of the owners in the city,
00:08:11 --> 00:08:15: 130,000 in all. On their properties outright in 2018,
00:08:15 --> 00:08:20: the median monthly expense for unit with this ownership status
00:08:20 --> 00:08:20: is $448.00.
00:08:20 --> 00:08:26: With the largest year spending $250 to $499,
00:08:26 --> 00:08:29: so these units are an important source of affordable housing
00:08:29 --> 00:08:30: for the city,
00:08:30 --> 00:08:33: but a fragile one. Many homers owners,
00:08:33 --> 00:08:35: particularly those with low income,
00:08:35 --> 00:08:37: struggle to pay for home repairs,
00:08:37 --> 00:08:40: a reality that in the worst cases can lead to
00:08:40 --> 00:08:42: unsafe conditions and the loss of a home.
00:08:42 --> 00:08:45: And invitations to sell their homes for cash.
00:08:45 --> 00:08:47: Or take out a reverse mortgage can be seen as
00:08:47 --> 00:08:49: an answer to those challenges.
00:08:49 --> 00:08:53: Often, though, one that has a potential to strip households
00:08:53 --> 00:08:58: of hard earned source of family wealth nationally among people
00:08:58 --> 00:08:58: over age 50,
00:08:58 --> 00:09:03: only 20% of black residents have valid Wills compared with
00:09:03 --> 00:09:03: 63%
00:09:03 --> 00:09:08: of white residents which further threatens households ability to pass
00:09:08 --> 00:09:09: down family properties.
00:09:09 --> 00:09:13: More than 10,000 homes in the city have tangled titles.
00:09:13 --> 00:09:18: Representing $1.1 billion in wealth that's inaccessible to heirs.
00:09:18 --> 00:09:21: This issue is of particular concern for the city's black
00:09:21 --> 00:09:22: residents.

00:09:22 --> 00:09:24: This tracks in the city with the highest rates of
00:09:24 --> 00:09:28: tangled titles are those in which black residents can constitute
00:09:28 --> 00:09:31: the largest percentage of the population to help us unpack
00:09:31 --> 00:09:33: these challenges, we have a Pamela global experts,
00:09:33 --> 00:09:38: including Michael Frolik is a managing eternity for community attorney
00:09:38 --> 00:09:39: for Community legal services.
00:09:39 --> 00:09:42: Alexandra McFadden from Centennial Park site,
00:09:42 --> 00:09:47: CDC. Carrie Rothman, director of strategic partnerships and Habitat for
00:09:47 --> 00:09:52: Humanity Philadelphia and Abraham Reyes Pardo Urban League of Philadelphia,
00:09:52 --> 00:09:55: so looking forward to kind of having a conversation with
00:09:55 --> 00:09:57: you all and to kind of dive in quickly.
00:09:57 --> 00:10:01: I'd like for you to each share what your organization's
00:10:01 --> 00:10:04: role is in preventing homeownership loss and kind of let
00:10:04 --> 00:10:06: you do a double whammy there.
00:10:06 --> 00:10:07: But like what's your role?
00:10:07 --> 00:10:10: And in your opinion, what are the three biggest factors
00:10:10 --> 00:10:13: that are can continue that are threatening continued home ownership?
00:10:13 --> 00:10:16: Among black and brown households,
00:10:16 --> 00:10:17: let's start with Carrie.
00:10:20 --> 00:10:25: Hi good morning so. And habitat and would repeat the
00:10:25 --> 00:10:27: questions one more time.
00:10:27 --> 00:10:29: You were saying you wanted the three things that we
00:10:29 --> 00:10:29: see.
00:10:29 --> 00:10:31: What's your role? So how,
00:10:31 --> 00:10:34: how how does habitat you know intersect with preventing home
00:10:34 --> 00:10:35: ownership laws?
00:10:35 --> 00:10:38: And then like, what are the three things that you
00:10:38 --> 00:10:39: think it's OK?
00:10:39 --> 00:10:40: It's it's perfectly fine. What is there?
00:10:40 --> 00:10:44: Anything that you think? Yeah,
00:10:44 --> 00:10:44: my role
00:10:44 --> 00:10:46: is director of strategic partnerships,
00:10:46 --> 00:10:50: so I work both cross departmentally internally with both our
00:10:50 --> 00:10:53: home ownership and repair programs and across our build team,
00:10:53 --> 00:10:57: but also externally with other partners,
00:10:57 --> 00:11:04: both related to the homeownership creation of homeownership and preservation

00:11:04 --> 00:11:04: so.
00:11:04 --> 00:11:07: I work with especially one of the main areas that
00:11:07 --> 00:11:08: we're in dealing with.
00:11:08 --> 00:11:11: Preservation is some of the education and work that we
00:11:11 --> 00:11:13: do leading up to preparing homeowners.
00:11:13 --> 00:11:15: And then we also continue to work with them,
00:11:15 --> 00:11:19: post keys to make sure that they they maintain stable
00:11:19 --> 00:11:23: homeownership throughout the tenure of their home.
00:11:23 --> 00:11:27: And then in terms of of preservation,
00:11:27 --> 00:11:30: it's we're really focusing on repair work,
00:11:30 --> 00:11:33: so the physical structure maintaining we do a lot of
00:11:33 --> 00:11:35: referrals to try and get people.
00:11:35 --> 00:11:39: Through sort of cleaning up tangled title and a lot
00:11:39 --> 00:11:40: of work around,
00:11:40 --> 00:11:43: we're starting to do a lot more work around estate
00:11:43 --> 00:11:46: planning so and I do a lot of the partnership
00:11:46 --> 00:11:49: work that both helps to fund through new,
00:11:49 --> 00:11:54: unique partnerships like with healthcare and some other industries that
00:11:54 --> 00:11:58: have more money for repair work and also collaborations with
00:11:58 --> 00:12:01: other service providers that mean.
00:12:01 --> 00:12:05: Provide the ability for multiple organizations to touch a home,
00:12:05 --> 00:12:07: and I know we'll talk more about those later.
00:12:09 --> 00:12:11: Thanks Carrie, how about you,
00:12:11 --> 00:12:11: Michael?
00:12:12 --> 00:12:16: Good morning and thanks Octavia and thanks for the organizers
00:12:16 --> 00:12:17: of this panel.
00:12:17 --> 00:12:20: So Community legal services. As many people know,
00:12:20 --> 00:12:25: is a nonprofit legal office in Philadelphia.
00:12:25 --> 00:12:28: Been around since the late 60s and help low income
00:12:28 --> 00:12:31: Philadelphians with a whole range of civil issues.
00:12:31 --> 00:12:34: So there's you know folks at CLS that help with
00:12:34 --> 00:12:39: employment issues and disability issues and family preservation issues,
00:12:39 --> 00:12:42: and many many more. I'm the managing attorney of our.
00:12:42 --> 00:12:45: Home ownership and consumer rights unit.
00:12:45 --> 00:12:49: So in that capacity we represent you know,
00:12:49 --> 00:12:52: thousands of home loan Philadelphia homeowners every year who are
00:12:52 --> 00:12:54: at risk of losing their homes,
00:12:54 --> 00:12:59: including about 2/3 of of our clients are our people

00:12:59 --> 00:13:00: of color,
00:13:00 --> 00:13:03: so it's a really appropriate panel that I was super
00:13:03 --> 00:13:05: happy to be invited to participate.
00:13:05 --> 00:13:08: Octavia, you asked for the top three issues you mentioned.
00:13:08 --> 00:13:09: A number of them, you know,
00:13:09 --> 00:13:11: in your introduction you mentioned tangled title and hopefully we'll
00:13:11 --> 00:13:13: have a chance to come back to.
00:13:13 --> 00:13:15: To that, throughout the course of the panel,
00:13:15 --> 00:13:17: you mentioned predatory reverse mortgages.
00:13:17 --> 00:13:21: Again a big issue, and hopefully we'll get a chance
00:13:21 --> 00:13:23: to come back to that you mentioned as well.
00:13:24 --> 00:13:26: This idea of selling people,
00:13:26 --> 00:13:28: people that wanna sell. I think David mentioned this in
00:13:28 --> 00:13:29: his introduction as well.
00:13:29 --> 00:13:31: If people do want to sell their home,
00:13:31 --> 00:13:34: make ways to make sure that they actually get the
00:13:34 --> 00:13:37: the fair market value for their home and that they
00:13:37 --> 00:13:37: don't,
00:13:37 --> 00:13:42: you know, lose hard fought equity when they sell,
00:13:42 --> 00:13:44: and maybe we'll have a chance of return.
00:13:44 --> 00:13:45: So, but there's two more,
00:13:45 --> 00:13:48: I think that our really important threats to black and
00:13:48 --> 00:13:52: brown homeownership that I just wanna highlight here.
00:13:52 --> 00:13:54: I think the the first or both of them are
00:13:54 --> 00:13:55: very timely.
00:13:55 --> 00:13:58: The first is we are coming.
00:13:58 --> 00:14:01: Hopefully, you know, we're we're coming out of a COVID
00:14:01 --> 00:14:04: pandemic or coming out doesn't sound quite right.
00:14:04 --> 00:14:07: Maybe we're transitioning from a pandemic to an endemic,
00:14:07 --> 00:14:12: and we learned a lot from the mortgage foreclosure crisis
00:14:13 --> 00:14:14: of 10 or 15 years ago.
00:14:14 --> 00:14:20: And during at that point the racial homeownership gap widened.
00:14:20 --> 00:14:23: We had, you know, the median net worth of black
00:14:23 --> 00:14:26: households back then dropped by 53%.
00:14:26 --> 00:14:30: You know homeownership just vaporized.
00:14:30 --> 00:14:33: And of course, compared to white homeowners or white households
00:14:33 --> 00:14:34: whose net worth dropped,
00:14:34 --> 00:14:37: you know only by like 15 or 20%
00:14:37 --> 00:14:39: the the rate of foreclosures.
00:14:39 --> 00:14:44: For black and Hispanic homeowners back then was nearly

twice
00:14:44 --> 00:14:45: that.
00:14:45 --> 00:14:50: Of of white households and we even after 15 years,
00:14:50 --> 00:14:54: we still really haven't recovered from the homes that we
00:14:54 --> 00:14:57: lost in Philadelphia back then.
00:14:57 --> 00:15:00: You know there were like 600 to 700 residential foreclosures
00:15:00 --> 00:15:03: that were being filed every month in our courts.
00:15:03 --> 00:15:09: So I I think we're better prepared this time around.
00:15:09 --> 00:15:14: We know, of course, that that COVID has affected black
00:15:14 --> 00:15:15: and brown.
00:15:15 --> 00:15:17: Workers disproportionately, uh, you know,
00:15:17 --> 00:15:20: then then white workers because of the nature of the
00:15:20 --> 00:15:22: jobs that were affected.
00:15:22 --> 00:15:25: And for you know, systemic racism in our in our
00:15:25 --> 00:15:26: country.
00:15:26 --> 00:15:28: And this time though, what we have in effect,
00:15:28 --> 00:15:31: and hopefully Abraham will talk more about this is a
00:15:31 --> 00:15:36: really robust mortgage foreclosure diversion program that will help hopefully
00:15:36 --> 00:15:37: help a lot.
00:15:37 --> 00:15:38: Preserve a lot of these homes.
00:15:38 --> 00:15:44: We also have a $350 million state program called PA.
00:15:44 --> 00:15:48: Half the homeowner systems. Fund which gives out grants of
00:15:48 --> 00:15:52: $30,000 to homeowners who are delinquent in their mortgages.
00:15:52 --> 00:15:57: We've got federally required COVID related loss mitigation that requires
00:15:57 --> 00:16:03: mortgage servicers of federally backed mortgages to take certain steps
00:16:03 --> 00:16:06: before they foreclose on people's homes.
00:16:06 --> 00:16:08: Time will tell over the next 12 to you know,
00:16:08 --> 00:16:11: 18 months whether these programs will be sufficient in order
00:16:11 --> 00:16:14: to to to ensure that we don't have another generation
00:16:14 --> 00:16:17: of of black and brown homeowners that are.
00:16:17 --> 00:16:19: Lose their homes as we did 15 years ago,
00:16:19 --> 00:16:22: but I see that as a really big threat to
00:16:22 --> 00:16:26: these home ownership issues at the moment and the second
00:16:26 --> 00:16:28: one is property tax assessments.
00:16:28 --> 00:16:31: You know the city of Philadelphia I think made the
00:16:31 --> 00:16:34: very wise decision necessary probably,
00:16:34 --> 00:16:38: but wise decision that over the last two years we
00:16:38 --> 00:16:42: have not issued new assessments that's changing.
00:16:42 --> 00:16:46: So in the coming months we'll have be getting our

00:16:46 --> 00:16:48: 2023 tax assessments.

00:16:48 --> 00:16:53: We know that in Philadelphia the median sales price for

00:16:53 --> 00:16:55: homes or since 2020.

00:16:55 --> 00:16:58: So in the last two years has increased 21%

00:16:59 --> 00:17:04: from 183,000 to 225,000 for median household and we know

00:17:04 --> 00:17:11: that this has disproportionately fallen on black and brown neighborhoods.

00:17:11 --> 00:17:14: Neighborhoods that have been his you know his historically black

00:17:14 --> 00:17:15: and brown.

00:17:15 --> 00:17:17: I should say where that are transitioning,

00:17:17 --> 00:17:20: perhaps into. Or gentrifying, or whatever word you'd like to

00:17:20 --> 00:17:22: use into higher values,

00:17:22 --> 00:17:26: and so we wanna make sure that with the increase

00:17:26 --> 00:17:31: in the anticipated increases in property tax assessments that we've

00:17:31 --> 00:17:33: got both the programs in place,

00:17:33 --> 00:17:36: but also the knowledge in place to ensure that a

00:17:36 --> 00:17:40: black and brown homeowners have every tool at their disposal

00:17:40 --> 00:17:42: to to fight to stay in their home.

00:17:42 --> 00:17:45: Let's say we want to make sure that we get

00:17:45 --> 00:17:47: out the word about the senior tax freeze.

00:17:47 --> 00:17:49: Get out the word about the homestead exemption.

00:17:49 --> 00:17:52: Get out the word about state tax rebates.

00:17:52 --> 00:17:55: GAIL, the word about loop and importantly,

00:17:55 --> 00:17:57: and I don't think this is a program that quite

00:17:57 --> 00:17:59: gets as much attention as it as it ought to

00:17:59 --> 00:18:00: is in Philadelphia.

00:18:00 --> 00:18:04: We've got the the owner occupied payment agreements or group

00:18:04 --> 00:18:07: as I see many people on the participant list who

00:18:07 --> 00:18:09: has really been critical in in,

00:18:09 --> 00:18:12: in, in, in, ensuring that up as exist in that

00:18:12 --> 00:18:14: homeowners can get into them.

00:18:14 --> 00:18:19: Philadelphia led the nation in developing a means tested payment

00:18:19 --> 00:18:19: plan.

00:18:19 --> 00:18:24: Or owner occupied payment agreements to allow a homeowners to

00:18:24 --> 00:18:25: stay in their home.

00:18:25 --> 00:18:29: And today there's over 11,000 homeowners who have saved their

00:18:29 --> 00:18:32: homes from property who are currently saving their homes from

00:18:32 --> 00:18:36: property tax foreclosures because they're in a means tested payment

00:18:36 --> 00:18:39: plans and every month they make a payment on their

00:18:39 --> 00:18:43: their delinquent property taxes to to ensure that the city

00:18:43 --> 00:18:44: gets its taxes,

00:18:44 --> 00:18:46: the school district gets the taxes that we all need,

00:18:46 --> 00:18:49: but also that the person is is not losing their

00:18:49 --> 00:18:51: home to a tax foreclosure sale.

00:18:51 --> 00:18:53: And and so I think that you know of the

00:18:53 --> 00:18:57: many issues that are currently facing us and currently facing

00:18:57 --> 00:19:01: our city and currently facing black and brown homeowners.

00:19:01 --> 00:19:05: The most timely ones are the upcoming property tax assessments

00:19:05 --> 00:19:08: and the coming out of COVID and making sure that

00:19:08 --> 00:19:11: people have the programs that they need in order to

00:19:11 --> 00:19:13: to save their homes for foreclosure.

00:19:14 --> 00:19:15: Thanks Michael, that was a lot,

00:19:15 --> 00:19:18: but I I kind of let you go just because

00:19:18 --> 00:19:19: I know that you're not.

00:19:19 --> 00:19:22: That's fine. You're really in the thick of it understanding,

00:19:22 --> 00:19:25: you know how how people are coming to you.

00:19:25 --> 00:19:26: They're coming to you at different points,

00:19:26 --> 00:19:28: really needing to to save their house.

00:19:28 --> 00:19:30: And so I'm going to touch back on a lot

00:19:30 --> 00:19:31: of those things that you talked about,

00:19:31 --> 00:19:35: but I want to give Alexandra and Abraham a chance

00:19:35 --> 00:19:36: to chime in.

00:19:36 --> 00:19:39: Who wants to go first?

00:19:39 --> 00:19:39: Abraham.

00:19:42 --> 00:19:44: Sorry, I meant Alexander and go over,

00:19:44 --> 00:19:48: but that's OK. Yeah, and that's why I was like

00:19:48 --> 00:19:50: yeah please proceed.

00:19:50 --> 00:19:53: Hi, good morning everyone. Thank you for allowing me to

00:19:53 --> 00:19:56: use your platform and Abraham Gray is part of the

00:19:56 --> 00:19:59: Director of housing at the Urban League of Philadelphia.

00:19:59 --> 00:20:01: Does it relate to the role that they're even legal?

00:20:01 --> 00:20:07: Philadelphia another housing counseling agencies around the country have in

00:20:07 --> 00:20:09: terms of preventing homeownership loss.

00:20:09 --> 00:20:15: We are educators, counselors, and ultimately we help families access

00:20:15 --> 00:20:17: the resources that they need to,

00:20:17 --> 00:20:21: or connect with the resources they need to estate in
00:20:21 --> 00:20:25: this properties to retain sustainable homeownership.
00:20:25 --> 00:20:28: The activities of housing counseling agencies are regulated by the
00:20:28 --> 00:20:31: Department of Housing and the Consumer Financial Protection.
00:20:31 --> 00:20:34: Zero, so that means that we remain neutral partial to
00:20:34 --> 00:20:35: this process.
00:20:35 --> 00:20:38: We show no preference for one or another product,
00:20:38 --> 00:20:41: one or another service, and that means that we are
00:20:41 --> 00:20:45: required to disclose all information about all products and resources
00:20:45 --> 00:20:48: available to participants of our programs.
00:20:48 --> 00:20:50: In the case of the Urban League of Philadelphia,
00:20:50 --> 00:20:52: we are also or the housing department of the Urban
00:20:52 --> 00:20:53: League of Philadelphia,
00:20:53 --> 00:20:59: where also. We're connected to 105 year old civil rights
00:20:59 --> 00:21:00: organization,
00:21:00 --> 00:21:04: so of course fair housing and and and many other
00:21:05 --> 00:21:10: subjects are at the forefront of all the activities that
00:21:10 --> 00:21:11: we perform.
00:21:11 --> 00:21:15: What are the three largest factors that we see that
00:21:15 --> 00:21:19: continue to try to threaten sustain homeownership?
00:21:19 --> 00:21:23: Obviously, poverty Philadelphia is still one of the OR rather
00:21:23 --> 00:21:25: the poorest of the largest U.S.
00:21:25 --> 00:21:28: cities. We see a lot of misinformation and lack of
00:21:29 --> 00:21:34: awareness leading to misrepresentation or misinterpretation of certain laws and
00:21:34 --> 00:21:35: regulations.
00:21:35 --> 00:21:39: And then finally gentrification. There are outside forces that are
00:21:39 --> 00:21:42: are preventing our clients from accessing.
00:21:42 --> 00:21:45: Parking services and products in their neighborhoods.
00:21:48 --> 00:21:53: Thanks Abraham. Last but not least,
00:21:53 --> 00:21:54: Alexandra High,
00:21:54 --> 00:21:57: so I'm Alex Alexander McFadden.
00:21:57 --> 00:21:58: I am the board President Centennial Park,
00:21:58 --> 00:22:01: so I Community Development Corporation.
00:22:01 --> 00:22:03: We are located in East Parkside,
00:22:03 --> 00:22:05: so if you've ever been to the zoo where the
00:22:05 --> 00:22:09: neighborhood directly West of of the zoo's campus,
00:22:09 --> 00:22:11: we are fairly new organization.
00:22:11 --> 00:22:15: We have profound in 2015 and but our neighborhood is,

00:22:15 --> 00:22:19: if you look historically, we were previously a fairly wealthy
00:22:19 --> 00:22:22: neighborhood where our in 1975 hour meeting.
00:22:22 --> 00:22:26: Income was the equivalent of today's dollar is about $50,000,
00:22:26 --> 00:22:29: and now it's about $16,700.
00:22:29 --> 00:22:31: Is the median household income.
00:22:31 --> 00:22:34: We also used to have a high rate of of
00:22:34 --> 00:22:38: owner occupied homes and now we are sort of weave
00:22:38 --> 00:22:41: unlike most fill up in most Philadelphia,
00:22:41 --> 00:22:44: predominantly black neighborhoods we have flipped so now we are
00:22:44 --> 00:22:45: about 70%
00:22:45 --> 00:22:49: renter or 30% homeowner and those those homes that are
00:22:49 --> 00:22:49: left,
00:22:49 --> 00:22:51: many percent were built before 1960.
00:22:51 --> 00:22:54: So we have a bunch of aging housing stock.
00:22:54 --> 00:22:56: We have a lot of vacant houses,
00:22:56 --> 00:22:59: so for instance, to the east of me there is
00:22:59 --> 00:23:01: a vacant house and.
00:23:01 --> 00:23:05: There are three houses behind me and they are all
00:23:05 --> 00:23:06: vacant as well.
00:23:06 --> 00:23:10: So part of our mission is to increase the number
00:23:10 --> 00:23:14: of affordable units for affordable housing units both for rent
00:23:14 --> 00:23:16: and for purchase,
00:23:16 --> 00:23:18: and that has been sort of the biggest challenge of
00:23:18 --> 00:23:20: our organization is finding funding.
00:23:20 --> 00:23:23: Finding partners who can help us build these units.
00:23:23 --> 00:23:27: We are converting our first unit right now above our
00:23:27 --> 00:23:28: future office,
00:23:28 --> 00:23:29: which is very, very exciting,
00:23:29 --> 00:23:33: but also a learning experience for all of us at
00:23:34 --> 00:23:35: the organization.
00:23:35 --> 00:23:40: We also have been during pandemic focusing to work with
00:23:40 --> 00:23:42: people to stay in their homes.
00:23:42 --> 00:23:44: So that they're not being taken away because of or
00:23:44 --> 00:23:47: they're not having their utilities turned off because of lack
00:23:47 --> 00:23:48: of payment.
00:23:48 --> 00:23:52: So we started a privately funded emergency housing and utility
00:23:52 --> 00:23:54: grants so that people could pay.
00:23:54 --> 00:23:56: We could get money to people.
00:23:56 --> 00:23:59: That was a little bit more flexible than government dollars.
00:23:59 --> 00:24:03: Additionally. We spend a lot of time working to advocate

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

00:25:41 --> 00:25:43: those touch points or those big issues,
00:25:43 --> 00:25:45: and I think specifically a question that I have for
00:25:45 --> 00:25:45: you,
00:25:45 --> 00:25:48: I mean some of you may have already touched on
00:25:48 --> 00:25:50: it again is like how do rising home values in
00:25:50 --> 00:25:53: black and brown neighborhoods help and how do they hurt?
00:25:53 --> 00:25:57: We talked about the assessment coming up like what's what's
00:25:57 --> 00:26:00: the balance between the help and the hurt of those
00:26:00 --> 00:26:01: those changing values.
00:26:01 --> 00:26:04: Is anybody game whoever wants to talk the most can
00:26:04 --> 00:26:04: happen,
00:26:04 --> 00:26:08: Alexandra. So I've noticed
00:26:08 --> 00:26:10: that a couple of my neighbors have been able to
00:26:10 --> 00:26:13: sell their homes at a higher rate than we've ever
00:26:13 --> 00:26:13: seen before.
00:26:13 --> 00:26:17: So if you looked at our pre 2020 median home
00:26:17 --> 00:26:18: sale,
00:26:18 --> 00:26:23: price was somewhere between maybe seventy $550,000.
00:26:23 --> 00:26:26: The house 2 doors away from me for 235 which
00:26:26 --> 00:26:29: is great for the people who are interested in selling
00:26:29 --> 00:26:30: right now.
00:26:30 --> 00:26:36: Downside is the land that's for Sale by private private
00:26:36 --> 00:26:36: owners.
00:26:37 --> 00:26:41: It's all being priced at like $50,000 for individual lots.
00:26:41 --> 00:26:45: Sorry, $60,000 individual lots and $140,000 or more for the
00:26:45 --> 00:26:50: more mixed use lots and this is hindering our ability,
00:26:50 --> 00:26:54: not just our ability but anyone's ability to.
00:26:54 --> 00:26:56: The purchase those pieces of land and then develop them
00:26:56 --> 00:26:59: because the rate of develop the price of developments already
00:26:59 --> 00:27:00: so high in Philadelphia.
00:27:00 --> 00:27:02: So when you have overpriced,
00:27:02 --> 00:27:06: haven't overpriced piece of vacant land,
00:27:06 --> 00:27:08: it means that nothing is going to change there.
00:27:12 --> 00:27:14: Wow, and I'm. Gonna let you go but I just
00:27:15 --> 00:27:18: just when I think about you know the increasing prices.
00:27:18 --> 00:27:21: My mind automatically goes to the increasing price of the
00:27:21 --> 00:27:24: House and what that means for a homeowner.
00:27:24 --> 00:27:26: But it's really then at the beginning of the pipeline
00:27:26 --> 00:27:29: of what it means to to build something when home
00:27:29 --> 00:27:31: prices in or when land prices in the area are

00:27:31 --> 00:27:34: going up. So just an interesting insight that as you
00:27:34 --> 00:27:34: were saying,
00:27:34 --> 00:27:36: it just hit differently. I'm sorry,
00:27:36 --> 00:27:37: go ahead Carrie.
00:27:38 --> 00:27:40: I was going to say to,
00:27:40 --> 00:27:43: you know, we do a lot of work in neighborhoods
00:27:43 --> 00:27:44: that are seeing.
00:27:44 --> 00:27:47: Astronomical rise in the property value.
00:27:47 --> 00:27:50: Like Sharswood, we're starting to see that also in parts
00:27:50 --> 00:27:54: of Strawberry mansion and in other parts of North Philadelphia.
00:27:54 --> 00:27:55: So when we're you know,
00:27:55 --> 00:27:59: some of the homes that we do repair preservation work
00:27:59 --> 00:27:59: too.
00:27:59 --> 00:28:02: You have homeowners who are making 1015%
00:28:02 --> 00:28:06: of area median income, owning their home outright.
00:28:06 --> 00:28:11: There's you know half $1,000,000 or $450,000 home being built
00:28:11 --> 00:28:12: next door.
00:28:12 --> 00:28:15: So of course the property value is rising.
00:28:15 --> 00:28:17: You know, it might be a good thing if it's
00:28:17 --> 00:28:18: ready.
00:28:18 --> 00:28:20: If you're ready for sale,
00:28:20 --> 00:28:24: but we're finding that sometimes even the tax relief programs
00:28:24 --> 00:28:27: are not enough to really support folks,
00:28:27 --> 00:28:31: especially given the needs of just continued life.
00:28:31 --> 00:28:36: And, you know, basic needs and very low incomes.
00:28:36 --> 00:28:40: So it feels you know it's it's really.
00:28:40 --> 00:28:43: Terribly financially burdensome on people.
00:28:43 --> 00:28:44: And then there's also sort of,
00:28:44 --> 00:28:47: you know the feeling of we weathered the storm,
00:28:47 --> 00:28:49: and we've been here. You know.
00:28:49 --> 00:28:51: Investing and in this neighborhood,
00:28:51 --> 00:28:55: and you know where the vibrant foundation for it.
00:28:55 --> 00:28:58: There's also sort of a bit of cultural.
00:28:58 --> 00:29:00: Added layer to that as well,
00:29:00 --> 00:29:03: but also on the flip side.
00:29:03 --> 00:29:08: You know, we also newly built homes over like along
00:29:08 --> 00:29:13: N 16th Street where we we calculate affordability with taxes,
00:29:13 --> 00:29:17: insurance and mortgage payment. When we do that.
00:29:17 --> 00:29:22: But the the homes were right after being built were
00:29:22 --> 00:29:26: assessed by the city at double what they were pre
00:29:26 --> 00:29:27: built.

00:29:27 --> 00:29:33: Doubling people's mortgages when their tax abatement subsides or goes
00:29:33 --> 00:29:33: away,
00:29:33 --> 00:29:36: and but those folks aren't able to realize that from
00:29:36 --> 00:29:38: the market if they were to sell,
00:29:38 --> 00:29:41: so we had to work with the city and do
00:29:41 --> 00:29:44: a lot of advocacy and work to make sure that
00:29:44 --> 00:29:48: because those folks can't realize that from the market they
00:29:48 --> 00:29:51: shouldn't be assessed at the same rate,
00:29:51 --> 00:29:53: but there's not a automatic trigger for that,
00:29:53 --> 00:29:57: so I really do worry that if someone isn't paying
00:29:57 --> 00:29:58: attention.
00:29:58 --> 00:29:59: And in working with homeowners,
00:29:59 --> 00:30:03: I don't know how as an individual homeowner,
00:30:03 --> 00:30:05: I would have the wherewithal to know that and to
00:30:05 --> 00:30:06: fight it.
00:30:06 --> 00:30:09: So there needs to be more automatic sort of triggers.
00:30:09 --> 00:30:13: What the reality is of what people can extract if
00:30:13 --> 00:30:16: they choose to sell so two different parts of the
00:30:16 --> 00:30:20: the life cycle of of the home ownership it affects.
00:30:23 --> 00:30:25: It relaxed and it makes me think about your role
00:30:25 --> 00:30:27: and as a housing counselor in the last session.
00:30:27 --> 00:30:30: We had a lot of discussion about how important and
00:30:30 --> 00:30:33: how critical housing counselors are and how it's not just
00:30:33 --> 00:30:35: about that entry point,
00:30:35 --> 00:30:36: but there's a broader so.
00:30:36 --> 00:30:38: So if you could just kind of speak to to
00:30:38 --> 00:30:38: that if it
00:30:38 --> 00:30:42: yeah, yeah, of Michael very well pointed out.
00:30:42 --> 00:30:45: We are at the park front of leading with with
00:30:45 --> 00:30:47: a lot of these issues,
00:30:47 --> 00:30:49: not only from meeting one on one with this,
00:30:49 --> 00:30:51: with many of the consumers that are,
00:30:51 --> 00:30:53: I do have to say that we see.
00:30:53 --> 00:30:55: People coming on both at both sides of the spectrum
00:30:55 --> 00:30:58: and I will talk more about that in a second,
00:30:58 --> 00:31:02: but immediately we are at court every Tuesday at at
00:31:02 --> 00:31:06: rural returnable hearings just trying to capture and help the
00:31:06 --> 00:31:11: needs of those distressed homeowners who are now being faced
00:31:11 --> 00:31:15: with the challenge and the possibility of losing their home
00:31:15 --> 00:31:18: over property taxes and understanding that some of them

have.
00:31:18 --> 00:31:21: This is an issue that some of them have never
00:31:21 --> 00:31:23: had to deal with before in sections of.
00:31:23 --> 00:31:27: Ignore it, uh, across North Philadelphia West,
00:31:27 --> 00:31:29: Philadelphia, South Philadelphia back in the day,
00:31:29 --> 00:31:31: the city, for example, had the program of of the
00:31:31 --> 00:31:32: dollar home.
00:31:32 --> 00:31:33: It will get a home for a dollar and then
00:31:33 --> 00:31:35: you will have to keep up with the home.
00:31:35 --> 00:31:37: So I had several clients,
00:31:37 --> 00:31:40: for example, that lived along Diamond Street and that came
00:31:40 --> 00:31:43: to me prior to the pandemic because all of a
00:31:43 --> 00:31:47: sudden the property values had significantly increased and I'm what
00:31:47 --> 00:31:49: I'm talking about when I say significantly,
00:31:49 --> 00:31:52: I'm talking about quadrupled from one year to the next.
00:31:52 --> 00:31:56: So you're talking about. Someone who is on a on
00:31:56 --> 00:32:00: on on a fixed income may be less than $12,000
00:32:00 --> 00:32:04: per year who's never had to deal with a situation
00:32:04 --> 00:32:07: like this who's never had to think about this issue
00:32:07 --> 00:32:10: before and all of a sudden you're telling them that
00:32:10 --> 00:32:13: they have to pay upwards of 6000 seven,
00:32:13 --> 00:32:16: $1000 per year within the context of this case that
00:32:16 --> 00:32:20: I'm sharing is half or more than half percent of
00:32:20 --> 00:32:21: their yearly income,
00:32:21 --> 00:32:26: so the city. As as it has been very well
00:32:26 --> 00:32:27: pointed out.
00:32:27 --> 00:32:31: Has implemented some programs to assist and to provide relief
00:32:31 --> 00:32:33: for these families,
00:32:33 --> 00:32:35: such as the owner occupied payment agreement,
00:32:35 --> 00:32:40: and the longtime owner occupied a payment agreement as well
00:32:40 --> 00:32:44: for folks who have seen a significant increase of more
00:32:44 --> 00:32:45: than 50%
00:32:45 --> 00:32:47: from one year to the next for the past two
00:32:47 --> 00:32:48: years,
00:32:48 --> 00:32:51: the loop program has been kind of dormant as because
00:32:51 --> 00:32:54: assessments have not been a norm for the past years,
00:32:54 --> 00:32:56: but as we transition out of the pandemic,
00:32:56 --> 00:32:58: then we we're starting to see.
00:32:58 --> 00:33:01: Again, we're back in court.
00:33:01 --> 00:33:04: We're starting to see some of the trends coming back,

00:33:04 --> 00:33:06: and when I said earlier that I,

00:33:06 --> 00:33:09: I see clients and on both sides of the spectrum,

00:33:09 --> 00:33:12: we're talking about guest folks who are unable to keep

00:33:12 --> 00:33:14: up with what's happening on the neighborhood.

00:33:14 --> 00:33:18: Here I am. I've been a resident of this neighborhood

00:33:18 --> 00:33:19: for maybe 2025 years,

00:33:19 --> 00:33:21: 30 years, maybe 4 generations,

00:33:21 --> 00:33:23: and all of a sudden again I I can't keep

00:33:23 --> 00:33:26: up and they're doing new construction and the new people

00:33:26 --> 00:33:29: who are moving in have already an advantage over.

00:33:29 --> 00:33:31: Me because they come these houses.

00:33:31 --> 00:33:33: If it is new construction then it has a 10

00:33:33 --> 00:33:37: year tax abatement and and and and that's different story.

00:33:37 --> 00:33:41: But then we're also seeing folks on the other side

00:33:41 --> 00:33:45: of the spectrum who would never seen themselves being a

00:33:45 --> 00:33:49: approached by someone else wanting to buy their house.

00:33:49 --> 00:33:53: They've never had that problem before.

00:33:53 --> 00:33:56: In terms of all of a sudden there is equity

00:33:57 --> 00:33:59: and and and they get if I say that they

00:34:00 --> 00:34:01: get 20 mailers per month,

00:34:01 --> 00:34:03: that's that will be an understatement.

00:34:03 --> 00:34:07: They get. There is a lot of correspondence being sent

00:34:07 --> 00:34:08: out to this neighborhood.

00:34:08 --> 00:34:11: To these people who are on what was formerly depressed

00:34:11 --> 00:34:14: neighborhoods and then out of a sudden they live on

00:34:14 --> 00:34:15: prime real estate.

00:34:15 --> 00:34:19: And then there are people outside forces again trying to

00:34:19 --> 00:34:22: buy those homes and hope that in hopes that they

00:34:22 --> 00:34:26: can redevelop and and we're helping those individuals and family

00:34:26 --> 00:34:29: also and educating them in when it comes to the

00:34:29 --> 00:34:33: rights and and and the decisions and how to manage

00:34:33 --> 00:34:36: and take some decisions about around this asset.

00:34:36 --> 00:34:38: It's all about wealth creation,

00:34:38 --> 00:34:42: but also wealth preservation. This is a family home.

00:34:42 --> 00:34:46: Again, Philadelphia has a history of ownership and black ownership

00:34:46 --> 00:34:47: is specifically,

00:34:47 --> 00:34:51: so we want this asset to to to be to

00:34:51 --> 00:34:53: be a source.

00:34:53 --> 00:34:56: Of wealth for these families as well,

00:34:56 --> 00:34:58: and and remain a source of wealth.

00:35:01 --> 00:35:05: Well, so So what I'm hearing sounds like there's there's
00:35:05 --> 00:35:07: an opportunity and a gap so I'm going to ask
00:35:07 --> 00:35:10: you guys to maybe just imagine a little bit I
00:35:10 --> 00:35:11: did. I wanted you to cut.
00:35:11 --> 00:35:14: You also talk about some partnerships that you're engaged and
00:35:14 --> 00:35:17: you've mentioned a few of them but but this to
00:35:17 --> 00:35:20: me and it feels like when you're talking about households
00:35:20 --> 00:35:23: who have been holding on have been in their spaces
00:35:23 --> 00:35:24: for years,
00:35:24 --> 00:35:26: and now we're seeing like you said,
00:35:26 --> 00:35:29: no one's been making offers and there hasn't hasn't been
00:35:29 --> 00:35:29: equity.
00:35:29 --> 00:35:34: What is there's definitely? A benefit for programs like moving
00:35:34 --> 00:35:37: to prevent you from losing your house,
00:35:37 --> 00:35:38: but is there a, uh,
00:35:38 --> 00:35:44: an opportunity that's being missed to enable people to capitalize
00:35:44 --> 00:35:47: on what's happening and stay?
00:35:47 --> 00:35:49: If you were to design design a program to think
00:35:49 --> 00:35:50: about and deal with those issues,
00:35:50 --> 00:35:52: who would be involved, what,
00:35:52 --> 00:35:53: what? What might it look like?
00:35:53 --> 00:35:56: How could a solution exist in in that?
00:35:56 --> 00:35:58: In that gap, and this is just,
00:35:58 --> 00:36:01: you know. This is just your your your opinions here
00:36:01 --> 00:36:03: asking you to imagine a bit.
00:36:08 --> 00:36:09: Maybe I'll take, I'll take.
00:36:09 --> 00:36:12: I'll take a swing at a swing at that.
00:36:12 --> 00:36:14: You know when I go out and I talk to
00:36:14 --> 00:36:16: legal services programs in other cities,
00:36:16 --> 00:36:20: one of the things which they're always jealous of Philadelphia
00:36:20 --> 00:36:24: about is that we've got a really strong network of
00:36:24 --> 00:36:29: community based housing counseling agencies like the Urban League Philadelphia,
00:36:29 --> 00:36:35: but there's two dozen other community based housing counseling agencies
00:36:35 --> 00:36:36: that,
00:36:36 --> 00:36:41: together with the community development corporations and with the registered
00:36:41 --> 00:36:42: community organizations.
00:36:42 --> 00:36:49: Provide really localized sort doorways into a range of programs,

00:36:49 --> 00:36:53: so I think like any program or to to store
00:36:53 --> 00:36:54: like help,
00:36:54 --> 00:36:59: particular geographic based neighborhoods have got to involve the housing
00:36:59 --> 00:37:02: counseling agencies as a as a piece of this Rachael
00:37:02 --> 00:37:06: meadows in the chat had talked about sort of neighborhood
00:37:06 --> 00:37:10: wide secession planning, and I think that there's something to
00:37:10 --> 00:37:13: that a couple of years ago a Community legal services.
00:37:13 --> 00:37:16: In connection with Strawberry Mansion,
00:37:16 --> 00:37:19: CDC and some other community based organizations,
00:37:19 --> 00:37:23: took a real close focus on Strawberry Mansion neighborhoods,
00:37:23 --> 00:37:28: brewerytown sharswood, and then to the South of Grace Ferry
00:37:28 --> 00:37:34: in Point Breeze and using a somewhat sophisticated data analysis.
00:37:34 --> 00:37:37: Well sophisticated for legal services,
00:37:37 --> 00:37:42: we're able to identify by name and address the the
00:37:42 --> 00:37:44: hundreds of seniors.
00:37:44 --> 00:37:47: Age 60 and above, who were delinquent in their property
00:37:47 --> 00:37:47: taxes,
00:37:47 --> 00:37:51: who were not in payment agreements and in connection with
00:37:51 --> 00:37:54: DHCD and the community organizations you know,
00:37:54 --> 00:37:57: we, we implemented a program where we have about a
00:37:57 --> 00:37:58: dozen different touches.
00:37:58 --> 00:38:02: So the housing counseling agencies would go out and knock
00:38:02 --> 00:38:03: on doors.
00:38:03 --> 00:38:08: The the legal services would would represent clients in tangled
00:38:08 --> 00:38:09: title issues,
00:38:09 --> 00:38:11: so others would be in court to meet with the
00:38:11 --> 00:38:12: seniors.
00:38:12 --> 00:38:13: And we had a, you know,
00:38:13 --> 00:38:17: a significant. Effect in sort of connecting seniors with these
00:38:17 --> 00:38:17: programs.
00:38:17 --> 00:38:21: So this idea of of sort of pouring in like
00:38:21 --> 00:38:26: a ton of resources into communities and working with local
00:38:26 --> 00:38:28: partners is not unheard of,
00:38:28 --> 00:38:32: and it's it's doable. I think part of the problem
00:38:32 --> 00:38:38: is that our neighborhoods are transitioning so quickly that staying
00:38:38 --> 00:38:41: ahead of it is can be difficult,
00:38:41 --> 00:38:45: like you know. I think I'll stop there.

00:38:51 --> 00:38:51: Carousel
00:38:51 --> 00:38:52: that you were not in.
00:38:52 --> 00:38:54: Did you want to add something there?
00:38:56 --> 00:38:59: No, I mean, we've worked with some organizations that were
00:38:59 --> 00:39:01: starting to like literally do that knocking on doors.
00:39:01 --> 00:39:03: And I do agree. I mean,
00:39:03 --> 00:39:06: you need sort of intervention at each step of the
00:39:07 --> 00:39:07: lifecycle.
00:39:07 --> 00:39:10: So for or each facet of the issues.
00:39:10 --> 00:39:14: So I think supporting people in the repair work.
00:39:14 --> 00:39:16: But then at the same time securing that asset so
00:39:17 --> 00:39:20: that people have agency over where it goes and getting
00:39:20 --> 00:39:21: them into payment plans.
00:39:23 --> 00:39:26: You know happening in tandem is a really smart way
00:39:27 --> 00:39:29: to do it in a great opportunity for people to
00:39:29 --> 00:39:30: do it.
00:39:30 --> 00:39:31: Sort of all at once.
00:39:31 --> 00:39:34: The one thing that we've struggled with a little bit
00:39:34 --> 00:39:38: at Habitat is not making another barrier to getting a
00:39:38 --> 00:39:39: piece of it,
00:39:39 --> 00:39:42: so you know, talking when we look at,
00:39:42 --> 00:39:45: like for instance, should we require,
00:39:45 --> 00:39:48: you know, requiring people to get their will done and
00:39:48 --> 00:39:51: and or go through a piece of something else.
00:39:51 --> 00:39:54: Some other kind of counseling while we're doing repairs.
00:39:54 --> 00:39:58: Then you know we're we're working with a vulnerable population,
00:39:58 --> 00:40:01: and so do we want to create another barrier?
00:40:01 --> 00:40:04: So we've we've. We've struggled with that.
00:40:04 --> 00:40:06: Tension between trying to get all the things you need
00:40:06 --> 00:40:08: to be more stable at the same time,
00:40:08 --> 00:40:13: but also not not creating inadvertently another barrier that someone
00:40:13 --> 00:40:13: is like.
00:40:13 --> 00:40:15: Not, it's not going to work right now.
00:40:18 --> 00:40:21: Alexandra, we have talked in in our prep call just
00:40:21 --> 00:40:24: about the experiences of your neighbors,
00:40:24 --> 00:40:26: your your neighborhood. You know what it means.
00:40:26 --> 00:40:29: I'm kind of touching back to so in the beginning
00:40:29 --> 00:40:31: we talked about Tangled title.
00:40:31 --> 00:40:32: If you're thinking about neighborhood,
00:40:32 --> 00:40:35: that's you know, going through its challenges in the city

00:40:36 --> 00:40:37: that is rapidly appreciating,
00:40:37 --> 00:40:41: but you don't necessarily have access to to maneuver because
00:40:41 --> 00:40:44: you're not 'cause because you don't have a clear title.
00:40:44 --> 00:40:48: Can you just describe what that experience looks like for
00:40:48 --> 00:40:50: for those that you've been in contact with?
00:40:50 --> 00:40:51: Sure,
00:40:51 --> 00:40:54: so. I actually so I when I hear the number
00:40:54 --> 00:40:57: 10,000 tangled titles in Philadelphia,
00:40:57 --> 00:41:01: I actually wonder if that's a gross understatement,
00:41:01 --> 00:41:04: because for instance I mentioned the House for the east
00:41:04 --> 00:41:05: of me is vacant.
00:41:05 --> 00:41:08: Partially it's vacant because the older man who owned it,
00:41:08 --> 00:41:10: he didn't purchase it with his wife,
00:41:10 --> 00:41:14: whose niece inherited their home 2 doors down.
00:41:14 --> 00:41:19: So now she's trying to untangle that house.
00:41:19 --> 00:41:22: My house, the one that I'm currently sitting in,
00:41:22 --> 00:41:25: has a tangled title so you know my grandparents bought
00:41:25 --> 00:41:25: their home.
00:41:25 --> 00:41:28: They got divorced. They still owned their home.
00:41:28 --> 00:41:33: They died. Their four kids would have inherited it.
00:41:33 --> 00:41:36: Three of those kids died,
00:41:36 --> 00:41:39: so now there's like 15 people who are.
00:41:39 --> 00:41:43: Errors, one of which has one one fourth share.
00:41:43 --> 00:41:48: I've been there. 1/3 share because one died before.
00:41:48 --> 00:41:51: It's you see how it's like a huge math problem,
00:41:51 --> 00:41:55: right? And so we are working with an attorney to,
00:41:55 --> 00:41:57: you know, to get through this process,
00:41:57 --> 00:41:59: but I also you know I have a master in
00:42:00 --> 00:42:01: public administration.
00:42:01 --> 00:42:04: I've been working community development for four years.
00:42:04 --> 00:42:07: You would think this wouldn't happen to me,
00:42:07 --> 00:42:10: right? A person who has all of this knowledge and
00:42:10 --> 00:42:12: all of these connections.
00:42:12 --> 00:42:14: And yet? So it's really hard for me to get
00:42:15 --> 00:42:18: through or in this case my mother to get through.
00:42:18 --> 00:42:20: How difficult must it be for other neighbors who are
00:42:20 --> 00:42:22: not as well resources?
00:42:22 --> 00:42:24: I am similarly tide to this.
00:42:24 --> 00:42:26: We cannot ensure our home right?
00:42:26 --> 00:42:28: So you don't have access to it.
00:42:28 --> 00:42:30: The title the home is paid off,

00:42:30 --> 00:42:32: but you cannot insure the home so you can't protect
00:42:32 --> 00:42:33: the asset.
00:42:33 --> 00:42:36: So there's this risk of how much can you do
00:42:37 --> 00:42:38: to the home.
00:42:38 --> 00:42:39: Like right now how much?
00:42:39 --> 00:42:41: How many repairs can you put into the home?
00:42:41 --> 00:42:44: And this is true of so many of my neighbors,
00:42:44 --> 00:42:45: right? So many houses are vacant.
00:42:45 --> 00:42:47: Not just because of predatory developers,
00:42:47 --> 00:42:49: but because people just don't.
00:42:49 --> 00:42:52: It's unclear who owns the property,
00:42:52 --> 00:42:55: who should be putting things into it like we're having
00:42:55 --> 00:42:57: this problem right now with our kitchen.
00:42:57 --> 00:42:59: Our dishwasher just went two days ago.
00:42:59 --> 00:43:01: Please save some kind thoughts for us,
00:43:01 --> 00:43:04: but. We have to fix the floor and we have
00:43:04 --> 00:43:06: to redo the cabinets and you know to make sure
00:43:06 --> 00:43:08: that the dishwasher goes in.
00:43:08 --> 00:43:11: So let's look at $10,000 repair.
00:43:11 --> 00:43:14: Do we put money into an asset that at any
00:43:14 --> 00:43:17: moment could have some sort of water damage or fire
00:43:18 --> 00:43:18: damage?
00:43:18 --> 00:43:23: Or may have to be sold for our our?
00:43:23 --> 00:43:27: To split the asset amongst our other the other errors,
00:43:27 --> 00:43:31: this is the sort of calculation that everyone is making
00:43:31 --> 00:43:34: and people let homes fall apart because of this.
00:43:34 --> 00:43:37: So that's why I wondered that the.
00:43:37 --> 00:43:39: That the 10,000 because, again,
00:43:39 --> 00:43:41: I'm just talking to this street right?
00:43:41 --> 00:43:43: I can I can point to three houses on this
00:43:43 --> 00:43:44: street with that problem.
00:43:44 --> 00:43:48: And there's 40 streets in my neighborhood,
00:43:48 --> 00:43:49: so if that's the case and I have a very,
00:43:49 --> 00:43:52: very East Parkside is extremely tiny,
00:43:52 --> 00:43:53: so if that's the case here,
00:43:53 --> 00:43:55: what must be happening in places with,
00:43:55 --> 00:43:58: you know, large populations? Also,
00:43:58 --> 00:44:01: you know we have a lot of a lot of.
00:44:01 --> 00:44:05: People whose families now are smaller but you know neighbors
00:44:05 --> 00:44:07: who had six kids in the 60s,
00:44:07 --> 00:44:09: right? And then those kids have three kids each,

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

00:45:46 --> 00:45:47: to be sort of like.
00:45:47 --> 00:45:52: Had some counseling and looking at the the the numbers
00:45:52 --> 00:45:57: recently on average it takes 65 hours to untangle a
00:45:57 --> 00:46:02: tangled title and I don't think we're at the solutions
00:46:02 --> 00:46:05: part yet, but I'll tell you one really great solution
00:46:05 --> 00:46:08: that the city of Philadelphia has has embarked upon is
00:46:08 --> 00:46:11: this with the the Neighborhood Preservation Initiative bond,
00:46:11 --> 00:46:13: the $400 million bond that was securitized with 1%
00:46:13 --> 00:46:16: impact fees. There's a piece of it which is going
00:46:16 --> 00:46:18: towards tangled title and.
00:46:18 --> 00:46:20: And Community legal services is going to be receiving some
00:46:20 --> 00:46:20: of that.
00:46:20 --> 00:46:22: The funding and we've got.
00:46:22 --> 00:46:23: We've got a two prong approach.
00:46:23 --> 00:46:26: We've got. The one is to continue to,
00:46:26 --> 00:46:28: you know, increase in support the the,
00:46:28 --> 00:46:31: the work that we're doing on behalf of homeowners with
00:46:31 --> 00:46:32: tangled titles to untangle them,
00:46:32 --> 00:46:34: to get them to keep the the home in the
00:46:34 --> 00:46:35: family,
00:46:35 --> 00:46:37: and to to get the record ownership into the names
00:46:37 --> 00:46:38: of the errors.
00:46:38 --> 00:46:42: But the other piece is to to get ahead of
00:46:42 --> 00:46:46: this problem and to to start doing more wills and
00:46:46 --> 00:46:48: estate planning.
00:46:48 --> 00:46:50: You know, as Octavia mentioned at the top of the
00:46:50 --> 00:46:51: the call,
00:46:51 --> 00:46:53: not only is there a racial wealth gap in this
00:46:53 --> 00:46:53: country,
00:46:53 --> 00:46:58: but there's a huge will racial will gap where nationally,
00:46:58 --> 00:47:00: when you look at folks you know seniors,
00:47:00 --> 00:47:02: about 20% of black seniors have wills,
00:47:02 --> 00:47:05: compared to 63% of white seniors.
00:47:06 --> 00:47:09: And so if we can really make it just as
00:47:09 --> 00:47:12: a part of of your life that you have a
00:47:12 --> 00:47:12: will,
00:47:12 --> 00:47:14: especially if you're a homeowner,
00:47:14 --> 00:47:16: maybe we won't be having this conversation in five to
00:47:17 --> 00:47:17: 10 years.
00:47:19 --> 00:47:20: Nappy room
00:47:21 --> 00:47:24: yeah. If I can add something to that just touching
00:47:24 --> 00:47:28: on a couple of subjects that we've been talking about

00:47:28 --> 00:47:30:	and going back to a property taxes,
00:47:30 --> 00:47:34:	I just wanna acknowledge that the city of Philadelphia will
00:47:34 --> 00:47:37:	let you go on a repayment plan even if you're
00:47:37 --> 00:47:38:	not the owner on record,
00:47:38 --> 00:47:42:	which then prevents you from being foreclosed on because of
00:47:42 --> 00:47:43:	property taxes.
00:47:43 --> 00:47:45:	As long as you make a commitment to make a
00:47:45 --> 00:47:48:	reasonable effort to transfer or to have the beat the
00:47:48 --> 00:47:52:	state raised and the deed transfer over to your name
00:47:52 --> 00:47:54:	within three years from the approval.
00:47:54 --> 00:47:56:	The city will try to work with you,
00:47:56 --> 00:47:58:	uh, as long as you can prove that you are
00:47:58 --> 00:48:01:	connected in some way to the owner on record.
00:48:03 --> 00:48:04:	Fuck that up there.
00:48:05 --> 00:48:08:	That's really helpful. I think I wanna,
00:48:08 --> 00:48:11:	as you mentioned, Michael like thinking about solutions like Carrie
00:48:11 --> 00:48:13:	and you have some some partnerships.
00:48:13 --> 00:48:16:	Do you guys have been engaged with with your organization?
00:48:16 --> 00:48:18:	And then I think to the extent you all can
00:48:18 --> 00:48:22:	talk about just some untapped opportunities for partnership things that
00:48:22 --> 00:48:23:	we could be doing in the city,
00:48:23 --> 00:48:25:	that may not be happening or that we could expand
00:48:25 --> 00:48:26:	and replicate.
00:48:26 --> 00:48:27:	But starting with you, Carrie?
00:48:29 --> 00:48:31:	I think you're referring to our repair preservation,
00:48:31 --> 00:48:35:	so preserving the the actual asset itself.
00:48:35 --> 00:48:36:	We have a, you know,
00:48:36 --> 00:48:40:	we have a myriad of partnerships folks that we've worked
00:48:40 --> 00:48:42:	with on providing services,
00:48:42 --> 00:48:45:	but that I think like currently we have a bunch
00:48:45 --> 00:48:49:	of health partnerships because healthcare has the money to be
00:48:49 --> 00:48:53:	providing providing enough funding for some considerable repairs,
00:48:53 --> 00:48:56:	and you know they're trying to have a return on
00:48:56 --> 00:48:58:	their investment or or protect,
00:48:58 --> 00:49:00:	you know. Lower health care costs,
00:49:00 --> 00:49:04:	so I think there's a real opportunity right now with
00:49:04 --> 00:49:10:	sort of the mainstream conversation going on around social determinants

00:49:10 --> 00:49:11: of health.

00:49:11 --> 00:49:15: And interestingly, those so through some of the health partnerships

00:49:15 --> 00:49:18: that we've had and maintained both.

00:49:18 --> 00:49:21: It's coming from that preventative care side directly from the

00:49:21 --> 00:49:22: health care partner.

00:49:22 --> 00:49:24: But they've also, you know,

00:49:24 --> 00:49:27: we're brokering a partnership right now with both Jefferson and

00:49:27 --> 00:49:28: Chap,

00:49:28 --> 00:49:33: where both have had also just private investors looking to

00:49:33 --> 00:49:35: to fund network so.

00:49:35 --> 00:49:40: And then also just collaborative approaches with multiple service providers.

00:49:40 --> 00:49:41: And I know Lisk is on this call,

00:49:41 --> 00:49:45: they've been a wonderful convener trying to make you know,

00:49:45 --> 00:49:48: make it work with multiple providers of repairs in a

00:49:48 --> 00:49:49: home.

00:49:49 --> 00:49:51: But what we found is.

00:49:51 --> 00:49:55: You really need a third party like list to both

00:49:55 --> 00:49:59: sort of own and create help create a system and

00:49:59 --> 00:50:00: a program,

00:50:00 --> 00:50:03: but also you can have the service providers being sort

00:50:03 --> 00:50:05: of the managers,

00:50:05 --> 00:50:08: the project managers because it's really been difficult to be

00:50:08 --> 00:50:11: the doer and coordinate across multiple agencies.

00:50:11 --> 00:50:15: So you really need that outside coordination and I know

00:50:15 --> 00:50:18: that at the state level there is a realization that

00:50:18 --> 00:50:21: that that outside third part party coordination.

00:50:21 --> 00:50:25: And filling gaps is really vital to making some of

00:50:25 --> 00:50:26: this layered work happen,

00:50:26 --> 00:50:29: and so I think it's called the whole whole whole

00:50:29 --> 00:50:33: home repair fund is looking to be sort of authorized

00:50:33 --> 00:50:36: at the state to fill that in different municipalities.

00:50:40 --> 00:50:43: Thanks, Carrie, anybody else has to have partnerships that you

00:50:43 --> 00:50:44: think are working well.

00:50:46 --> 00:50:51: Yeah, just uh, I'm I'm just this time again.

00:50:51 --> 00:50:53: The role of housing counseling agency,

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

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

00:51:02 --> 00:51:06: for example they have a product that can help you.
00:51:06 --> 00:51:10: Complete repairs in the House Energy repairs related to energy
00:51:11 --> 00:51:11: efficiency,
00:51:11 --> 00:51:14: and we're coming to find out that not a lot
00:51:14 --> 00:51:17: of people know that this product is out there and
00:51:17 --> 00:51:19: that the interest rate on that,
00:51:19 --> 00:51:20: for example, is very low.
00:51:20 --> 00:51:23: So we are playing against the role of connector or
00:51:23 --> 00:51:27: connectors and just making sure their clients know and understand
00:51:27 --> 00:51:29: whether they decide to take it or not,
00:51:29 --> 00:51:31: whether they decide to proceed or not,
00:51:31 --> 00:51:32: those that information is there,
00:51:32 --> 00:51:36: and just in a advocacy.
00:51:36 --> 00:51:40: Role of educators and policy advisers.
00:51:40 --> 00:51:45: We're working with with several legislators and in in trying
00:51:45 --> 00:51:49: to come up with more comprehensive policy around the need
00:51:49 --> 00:51:53: for home repairs and affordable home repair loans.
00:51:53 --> 00:51:56: That's one of the main issues right now.
00:52:01 --> 00:52:02: Anybody
00:52:02 --> 00:52:03: else want to chime in on that?
00:52:03 --> 00:52:05: We're actually getting close to our time for Q&A,
00:52:05 --> 00:52:09: so if if not, I can ask you just one
00:52:09 --> 00:52:11: final question.
00:52:11 --> 00:52:14: So what is if there were?
00:52:14 --> 00:52:17: One or two things that you wish government or policies
00:52:17 --> 00:52:20: that they knew or they kept in mind when developing
00:52:20 --> 00:52:20: programs,
00:52:20 --> 00:52:24: address home repairs or homeowners,
00:52:24 --> 00:52:27: homeownership, preservation. What do you wish they knew like what's
00:52:27 --> 00:52:30: what's really important for them to keep in mind when
00:52:30 --> 00:52:32: they're thinking about policy and programs?
00:52:34 --> 00:52:36: Alexander, you look like you want to speak.
00:52:36 --> 00:52:39: Yes no. I do
00:52:39 --> 00:52:43: and I also there's there's there's feeling down to two
00:52:43 --> 00:52:44: things like.
00:52:44 --> 00:52:47: I think if if government understood.
00:52:47 --> 00:52:51: The barrier to entry. For this like they,
00:52:51 --> 00:52:55: they put these regulations or this red tape here.
00:52:55 --> 00:52:58: It's also very easy to steal someones house right?
00:52:58 --> 00:53:00: So like it's very easy to steal someones house,

00:53:00 --> 00:53:02: but it's very difficult to keep someone in their house.
00:53:02 --> 00:53:06: And. There are all of these.
00:53:06 --> 00:53:10: Things that keep people from being able to,
00:53:10 --> 00:53:12: you know, do the big renovations that would make their
00:53:12 --> 00:53:14: house safer them like so we had this.
00:53:14 --> 00:53:16: I got it. There we go.
00:53:16 --> 00:53:18: We had this shelter in place.
00:53:18 --> 00:53:21: Order two years ago in the pandemic began.
00:53:21 --> 00:53:24: It is unfair to ask people to shelter in place
00:53:24 --> 00:53:26: in homes that are not safe.
00:53:26 --> 00:53:29: So. We saw, you know people were had food insecurity,
00:53:29 --> 00:53:32: energy and security. Their homes had black mold.
00:53:32 --> 00:53:36: They they have asbestos. They have lead.
00:53:36 --> 00:53:38: They're not safe for them to live in and they
00:53:38 --> 00:53:39: have no one to go to.
00:53:39 --> 00:53:43: And people often want you to if you own your
00:53:43 --> 00:53:43: home,
00:53:43 --> 00:53:45: you've got to maybe put up a steak.
00:53:45 --> 00:53:47: If you're getting a home equity loan or some other
00:53:48 --> 00:53:48: thing,
00:53:48 --> 00:53:50: you've got another bill coming in order to fix this
00:53:50 --> 00:53:51: House,
00:53:51 --> 00:53:54: and you don't have any new income because you're on
00:53:54 --> 00:53:56: SSI or Social Security so.
00:53:56 --> 00:53:59: Yes, you can fix up your house,
00:53:59 --> 00:54:02: but if you're my 90 year old neighbor.
00:54:02 --> 00:54:07: No you can't. So it's it's a the catch.
00:54:07 --> 00:54:11: 22 is so absurd as to be intentional.
00:54:15 --> 00:54:18: Echoing what Alexandra is sharing,
00:54:18 --> 00:54:22: I think it is important than what's when some of
00:54:22 --> 00:54:23: these products,
00:54:23 --> 00:54:26: policies, services are being developed.
00:54:26 --> 00:54:29: Uh, they have the UM,
00:54:29 --> 00:54:33: they you, they they ultimate users need at stake and
00:54:33 --> 00:54:35: that's something like,
00:54:35 --> 00:54:38: for example, the Urban League.
00:54:38 --> 00:54:40: We are very. Uhm, uhm?
00:54:40 --> 00:54:44: Cautiously and religiously at the same time,
00:54:44 --> 00:54:49: relaying the message and the stories about our clients.
00:54:49 --> 00:54:52: Just making sure that we are we're serving as that
00:54:52 --> 00:54:56: bridge between private public sector and the ultimate user.
00:54:56 --> 00:54:59: If you want to call it that.

00:54:59 --> 00:55:02:	And just now thinking that that's not thinking in terms
00:55:02 --> 00:55:06:	of of compartments or silos that that the policymakers are
00:55:06 --> 00:55:07:	on one one side,
00:55:07 --> 00:55:09:	and then the users are on this side.
00:55:09 --> 00:55:12:	And then there is a disconnect between the product that
00:55:12 --> 00:55:15:	you need and the product that is being developed.
00:55:19 --> 00:55:22:	Client carry on a different note.
00:55:22 --> 00:55:23:	I would add 2
00:55:23 --> 00:55:28:	less restrictive funding. Oftentimes, it's you know.
00:55:28 --> 00:55:30:	I think if you vet the organization more than who
00:55:30 --> 00:55:32:	you're giving funding to,
00:55:32 --> 00:55:35:	then sort of put the such tight restrictions on how
00:55:35 --> 00:55:37:	the funding be used.
00:55:37 --> 00:55:40:	It's been really hard to make sure that you're doing
00:55:40 --> 00:55:43:	the best work for the right people in each geography
00:55:43 --> 00:55:47:	'cause there's so many restrictions when you when you get.
00:55:47 --> 00:55:50:	Specifically, I'm talking repair funding around.
00:55:50 --> 00:55:52:	Who's being served in what neighborhood,
00:55:52 --> 00:55:55:	and what can be addressed that we're all trying to
00:55:55 --> 00:55:59:	like figure it out rather than get the work done
00:55:59 --> 00:56:01:	that needs to be done.
00:56:01 --> 00:56:02:	So if it was more,
00:56:02 --> 00:56:05:	sort of. Flexible that could go into a pot to
00:56:05 --> 00:56:07:	serve all the needs.
00:56:07 --> 00:56:10:	That would be hugely helpful and more efficient,
00:56:10 --> 00:56:10:	far more efficient.
00:56:13 --> 00:56:14:	Great, how about you? Michael,
00:56:15 --> 00:56:17:	yeah, you know there's so much I could say here
00:56:17 --> 00:56:19:	and I think maybe I'll just choose one that hasn't
00:56:19 --> 00:56:19:	been touched on.
00:56:19 --> 00:56:22:	Except, you know, Galoni had mentioned this.
00:56:22 --> 00:56:23:	You know City is a Philadelphia,
00:56:23 --> 00:56:27:	Philadelphia is a city of neighborhoods like and and it's
00:56:27 --> 00:56:28:	often been said,
00:56:28 --> 00:56:30:	but it's more than the city of neighborhoods because within
00:56:30 --> 00:56:33:	the neighborhoods there's like different people listen to different people,
00:56:33 --> 00:56:36:	right? And so 11 household.
00:56:36 --> 00:56:39:	They get their information from their church and another person
00:56:39 --> 00:56:41:	get their information from their committee person.
00:56:41 --> 00:56:44:	Another person get their information from their housing counseling agency.

00:56:44 --> 00:56:46: They get the other person gets their information from their
00:56:46 --> 00:56:47: cousin or their aunt or somebody else,
00:56:47 --> 00:56:51: and so it's not enough to sort of just get
00:56:52 --> 00:56:54: the information out too.
00:56:54 --> 00:56:56: For the churches and the Barber shops,
00:56:56 --> 00:56:58: right, you also have to get the information out to
00:56:58 --> 00:56:59: the arccos and to the housing.
00:56:59 --> 00:57:02: Counseling agencies and and you know to the to the,
00:57:02 --> 00:57:04: to the, to all the different into the to the
00:57:04 --> 00:57:06: ward leaders and the committee people.
00:57:06 --> 00:57:09: And because the, uh, I mentioned earlier about a project
00:57:09 --> 00:57:12: that we had done to try to do some outreach
00:57:12 --> 00:57:15: and and we did door knocking but we didn't just
00:57:15 --> 00:57:18: do door knocking, right? We we had people we we
00:57:18 --> 00:57:21: did mailings and we had we did all these other
00:57:21 --> 00:57:24: things because there's no like silver bullet.
00:57:24 --> 00:57:25: There's no effort, terrible analogy.
00:57:25 --> 00:57:28: There's no one solution. There's no like one way to
00:57:28 --> 00:57:31: like reach people to come to get the information out,
00:57:31 --> 00:57:35: and it's so important that there's like a multiplicity of
00:57:35 --> 00:57:35: of touches,
00:57:35 --> 00:57:38: right that you try to talk to every to get
00:57:38 --> 00:57:42: the information out to everybody that you think might be
00:57:42 --> 00:57:44: in touch with with other folks.
00:57:46 --> 00:57:49: That's great, I mean. And definitely that resonates with me.
00:57:49 --> 00:57:52: I think we often think about how do we get
00:57:52 --> 00:57:55: to this group and we think about it.
00:57:55 --> 00:57:57: What's the you know? What's the single solution this group
00:57:57 --> 00:57:58: needs?
00:57:58 --> 00:58:00: This type of outreach, but you know the fact of
00:58:00 --> 00:58:01: the matter is,
00:58:01 --> 00:58:04: no community is a monolith and no community is communicating
00:58:04 --> 00:58:05: in the same ways,
00:58:05 --> 00:58:07: and so that's a that's a great point.
00:58:07 --> 00:58:08: And when it comes into you,
00:58:08 --> 00:58:11: sorry if I decide 30 seconds more is,
00:58:11 --> 00:58:13: you know, a lot of times folks want to,
00:58:13 --> 00:58:16: well, is it scalable? Well,
00:58:16 --> 00:58:17: is it scale? I mean,
00:58:17 --> 00:58:18: what does that mean? No,
00:58:18 --> 00:58:20: you mean, can I? It worked this.

00:58:20 --> 00:58:21: This thing worked in Cobbs Creek.
00:58:21 --> 00:58:23: Therefore, can we do it in Kensington?
00:58:23 --> 00:58:25: Well, not the same way.
00:58:25 --> 00:58:26: Definitely not the same. You know,
00:58:26 --> 00:58:28: it worked. It worked in Point Breeze.
00:58:28 --> 00:58:30: Can we like and then we now do it in
00:58:30 --> 00:58:30: Oxford Circle?
00:58:30 --> 00:58:33: Well, you know the scalable to every neighborhood in the
00:58:33 --> 00:58:33: city.
00:58:33 --> 00:58:36: Well, not really. I mean it's we should.
00:58:36 --> 00:58:39: We should do some efforts in different neighborhoods but not
00:58:39 --> 00:58:40: the same effort.
00:58:40 --> 00:58:42: I think that to me that ties back to Carrie's
00:58:42 --> 00:58:45: earlier point about having flexibility where you can think about
00:58:45 --> 00:58:48: what are the needs that are happening in this place
00:58:48 --> 00:58:50: and not necessarily needing to,
00:58:50 --> 00:58:54: you know, stick with strict criteria that may not apply
00:58:54 --> 00:58:55: across the board.
00:58:55 --> 00:58:58: So we we've got 30 minutes left to do questions
00:58:58 --> 00:59:02: and so I wanna actually toss to David Feltman to
00:59:02 --> 00:59:02: kind of,
00:59:02 --> 00:59:04: you know, move us into that,
00:59:04 --> 00:59:06: that lane. Thank you so much and I kind of
00:59:06 --> 00:59:08: want to get if you guys have one thing that
00:59:08 --> 00:59:10: you haven't said before,
00:59:10 --> 00:59:12: we go to questions, give me an opportunity to do
00:59:12 --> 00:59:12: that.
00:59:13 --> 00:59:15: Yeah, 'cause I already actually answered the first question.
00:59:15 --> 00:59:17: I was going to ask that last discussion about how
00:59:17 --> 00:59:19: to connect with people.
00:59:19 --> 00:59:21: So go ahead Octavia.
00:59:21 --> 00:59:24: Just anybody who has closing in case nobody asks that
00:59:24 --> 00:59:26: I really want to make sure I say this.
00:59:26 --> 00:59:29: Thoughts now is the time or then we we we
00:59:29 --> 00:59:30: take our first question.
00:59:33 --> 00:59:35: No takers, looks like the fields all yours David.
00:59:38 --> 00:59:40: Thank you and thank you for this.
00:59:40 --> 00:59:44: Been an amazing discussion and great discussion both in the
00:59:44 --> 00:59:46: in the chat as well.
00:59:46 --> 00:59:49: I I want to take one prerogative because to expand
00:59:49 --> 00:59:53: a little bit on something Carrie talked about,

00:59:53 --> 00:59:55:	I think it touched on Alexandria as well.
00:59:55 --> 00:59:58:	One of our Members CHOP has been a partner with
00:59:58 --> 00:59:58:	carrying.
00:59:58 --> 01:00:00:	They wanted to extend their apologies.
01:00:00 --> 01:00:03:	They had scheduling conflict, they couldn't attend to your side
01:00:03 --> 01:00:04:	on their behalf.
01:00:04 --> 01:00:06:	When I ask the question or make people aware,
01:00:06 --> 01:00:10:	I think they just completed the 100th home repair for
01:00:10 --> 01:00:13:	homeowner family in West Philadelphia,
01:00:13 --> 01:00:15:	folks in West Philadelphia and Carrie if you could just
01:00:16 --> 01:00:16:	take a minute and.
01:00:16 --> 01:00:19:	Talk a little bit more about how they identify the
01:00:19 --> 01:00:23:	families and use health care funding to basically pay the
01:00:23 --> 01:00:26:	repairs and kind of how that how partnerships like that.
01:00:26 --> 01:00:29:	I think Saint Christopher's has one with some other group
01:00:29 --> 01:00:31:	and kind of how that could be a model as
01:00:31 --> 01:00:33:	you were just saying adapt.
01:00:33 --> 01:00:35:	It may be in different neighborhoods or with different health
01:00:35 --> 01:00:36:	care organizations.
01:00:37 --> 01:00:41:	Yeah, so chop has been identifying households through their cap
01:00:41 --> 01:00:45:	program which is an asthma preventative program or for high
01:00:45 --> 01:00:46:	users,
01:00:46 --> 01:00:50:	frequent users in the. PR kids with asthma.
01:00:50 --> 01:00:54:	So then through that they feed they feed into home
01:00:54 --> 01:00:58:	repair providers us in rebuilding together and I think they
01:00:58 --> 01:01:01:	were working with pH DC before as well to do.
01:01:01 --> 01:01:05:	Specifically asthma trigger work and repair work,
01:01:05 --> 01:01:08:	but oftentimes that kind of work is also moisture.
01:01:08 --> 01:01:11:	It is moisture mitigation. It's other kinds of safety,
01:01:11 --> 01:01:15:	so it's it's a home repair program and they were
01:01:15 --> 01:01:18:	they fund it through I assume.
01:01:18 --> 01:01:21:	Some of their clinical clinical dollars towards it,
01:01:21 --> 01:01:24:	but then and then I know they also have a
01:01:24 --> 01:01:26:	current funder who's interested,
01:01:26 --> 01:01:30:	a private funder that was also interested in what that
01:01:30 --> 01:01:31:	work looks like.
01:01:31 --> 01:01:36:	We're brokering a program, a partnership right now with sort
01:01:36 --> 01:01:38:	of branching off on that,
01:01:38 --> 01:01:41:	and also doing additional work up and down the block
01:01:41 --> 01:01:43:	to see what happens when you sort of use a
01:01:44 --> 01:01:45:	CAP house as the anchor,

01:01:45 --> 01:01:48: and they're getting this extensive asthma trigger work.
01:01:48 --> 01:01:51: And then how can we also provide services up and
01:01:51 --> 01:01:52: down the block?
01:01:52 --> 01:01:55: And what is the total impact of that work?
01:01:55 --> 01:01:59: And then we've also done a lot of not just
01:01:59 --> 01:02:01: with child but with other.
01:02:01 --> 01:02:06: With other health care providers looking into.
01:02:06 --> 01:02:09: How we've been exploring how like Medicaid and Medicare would
01:02:09 --> 01:02:11: would also pay for that,
01:02:11 --> 01:02:13: and how people can charge.
01:02:13 --> 01:02:16: For keeping kids or adults out of the hospital and
01:02:16 --> 01:02:19: how how that can a third party can cover some
01:02:19 --> 01:02:21: of that work so I know there's places in the
01:02:21 --> 01:02:24: country where that's happening much more readily.
01:02:27 --> 01:02:29: Alexandra is being, you know,
01:02:29 --> 01:02:32: really embedded in the community.
01:02:32 --> 01:02:36: What are some of the examples of effective ways you
01:02:36 --> 01:02:39: that you've been able to reach out to folks in
01:02:39 --> 01:02:42: the community to connect them to available resources?
01:02:44 --> 01:02:49: Well, I I love what Michael said because every I
01:02:50 --> 01:02:50: find.
01:02:50 --> 01:02:52: East Parkside we call uh you know.
01:02:52 --> 01:02:57: Neighborhood neighborhoods. We've got East Parkside and East Parkside because
01:02:57 --> 01:03:00: the the folks who live in East East Parkside including
01:03:00 --> 01:03:01: me.
01:03:01 --> 01:03:04: There's smaller houses. And they're and they're up,
01:03:04 --> 01:03:05: but there are more single family homes,
01:03:05 --> 01:03:08: so that is. That means that there are more older
01:03:09 --> 01:03:09: people,
01:03:09 --> 01:03:11: but they're also usually a teenager in the house,
01:03:11 --> 01:03:13: so we can do more texting.
01:03:13 --> 01:03:15: We do a lot of flyering.
01:03:15 --> 01:03:18: We have a lot of we have a little bit
01:03:18 --> 01:03:19: of like group.
01:03:19 --> 01:03:22: We have a few group chats where people get information
01:03:22 --> 01:03:23: out of people.
01:03:23 --> 01:03:26: We also do a lot of door knocking in East
01:03:26 --> 01:03:27: Parkside or the triangle.
01:03:27 --> 01:03:30: We have more people who there's.
01:03:30 --> 01:03:33: There are more apartment buildings so that can be.

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

necessarily
01:05:41 --> 01:05:41: a.
01:05:41 --> 01:05:44: I don't wanna talk about capacity,
01:05:44 --> 01:05:46: but in some ways not is not,
01:05:46 --> 01:05:50: is not reaching some of their intended users,
01:05:50 --> 01:05:52: and we're trying to figure out why.
01:05:52 --> 01:05:55: Is it that that that's not happened or that's not
01:05:56 --> 01:05:56: happening,
01:05:56 --> 01:06:00: and I think someone. Else posted earlier and I saw
01:06:01 --> 01:06:04: a comment coming through the chat that at a time
01:06:05 --> 01:06:05: this this.
01:06:05 --> 01:06:10: Some of these loans can can be buried in accessible
01:06:10 --> 01:06:12: as well in terms of the financing.
01:06:12 --> 01:06:16: So I think that is the place to start before
01:06:16 --> 01:06:21: because talking to us talking with a contractor means that
01:06:21 --> 01:06:24: you already have the funding to do the job,
01:06:24 --> 01:06:26: but at times the problem.
01:06:26 --> 01:06:29: The plays where some of our clients are is that.
01:06:29 --> 01:06:33: Being unable to access the funds needed to complete the
01:06:33 --> 01:06:34: repairs.
01:06:34 --> 01:06:37: So we are trying to address that issue and then
01:06:37 --> 01:06:38: moving on to the next one.
01:06:43 --> 01:06:45: Related to that, Abramson, Thailand,
01:06:45 --> 01:06:48: the because there are different home repair programs that some
01:06:48 --> 01:06:49: loan programs.
01:06:49 --> 01:06:53: The city of Philadelphia has rolled out at different times
01:06:53 --> 01:06:55: that have had various levels of usage.
01:06:56 --> 01:06:59: And what are some of the challenges that.
01:06:59 --> 01:07:03: Keep homeowners from, you know when those programs do roll
01:07:03 --> 01:07:04: out.
01:07:04 --> 01:07:06: Do they fit? Are they designed properly?
01:07:06 --> 01:07:11: And if they are, you know how people connect with
01:07:11 --> 01:07:11: them.
01:07:11 --> 01:07:12: No.
01:07:14 --> 01:07:17: With that, I'm sorry, was that question for me for
01:07:17 --> 01:07:19: anyone I guess 'cause because you wanted.
01:07:21 --> 01:07:22: Instead of a question, sorry.
01:07:23 --> 01:07:26: Yeah, the sort of design of the program is being
01:07:26 --> 01:07:29: a fit and the ability for people to connect with
01:07:30 --> 01:07:30: them.
01:07:30 --> 01:07:32: And Michael, I don't know if that's an area that

01:07:32 --> 01:07:35: you also talked about with clients who come to community
01:07:35 --> 01:07:36: legal services.
01:07:38 --> 01:07:39: Hey
01:07:39 --> 01:07:39: bro, you wanna go first?
01:07:40 --> 01:07:48: Yeah yeah yeah yeah. So we uhm.
01:07:48 --> 01:07:52: There is some I can tell you from.
01:07:52 --> 01:07:56: There is a limited range of programs and at times,
01:07:56 --> 01:08:03: uh, the resources are not enough to cover the various
01:08:03 --> 01:08:05: range of needs,
01:08:05 --> 01:08:11: and then you have someone talked about more flexible dollars.
01:08:11 --> 01:08:15: I think that's also very important for these types of
01:08:15 --> 01:08:16: programs and there is.
01:08:16 --> 01:08:20: They always ongoing issue of income eligibility.
01:08:20 --> 01:08:23: So a lot of those folks who are not Alexander
01:08:23 --> 01:08:24: share something earlier.
01:08:24 --> 01:08:26: Like she has a higher income and she has no
01:08:26 --> 01:08:27: wealth.
01:08:27 --> 01:08:29: Well, that's that's the case for a lot of folks,
01:08:29 --> 01:08:33: there is no there is not a lot of liquid
01:08:33 --> 01:08:33: assets.
01:08:33 --> 01:08:36: They there's not a room in the budget.
01:08:36 --> 01:08:40: They still need the services and and yet they can't
01:08:40 --> 01:08:44: access just because of a technicality.
01:08:44 --> 01:08:44: Yeah.
01:08:45 --> 01:08:47: If I can chime in here for a second,
01:08:47 --> 01:08:50: it just feels to me like that's an important gap
01:08:50 --> 01:08:51: to be thinking about.
01:08:51 --> 01:08:53: You were talking about. You know,
01:08:53 --> 01:08:55: programs that we have a lot of people we talk
01:08:55 --> 01:08:58: about wanting people to stay in Philadelphia.
01:08:58 --> 01:09:00: I mean, that's really a part of what you thinking
01:09:00 --> 01:09:01: about.
01:09:01 --> 01:09:04: Retaining homeownership among black and brown households in the city.
01:09:04 --> 01:09:06: You know, Alexandra is that example.
01:09:06 --> 01:09:08: You know you want to be able to to ensure
01:09:08 --> 01:09:10: that people are able to do it.
01:09:10 --> 01:09:13: You may not have, or you're doing well because you
01:09:14 --> 01:09:14: got that job.
01:09:14 --> 01:09:16: You make good in the education.
01:09:16 --> 01:09:19: But that doesn't automatically come with.

01:09:19 --> 01:09:21: You know, full pockets full of wealth and and maybe
01:09:21 --> 01:09:24: your parents weren't able to to do the things to
01:09:24 --> 01:09:25: keep your home up right?
01:09:25 --> 01:09:28: So thinking about that group as a target of population,
01:09:28 --> 01:09:33: I think naturally being the largest city or the largest
01:09:33 --> 01:09:35: poor city in the country,
01:09:35 --> 01:09:38: we we think about the lowest income residents.
01:09:38 --> 01:09:41: And that's extremely important demographic for us to think about.
01:09:41 --> 01:09:46: But those middle neighborhoods, those middle middle range professionals or
01:09:46 --> 01:09:47: people who are,
01:09:47 --> 01:09:50: you know. You know, working in fields that give them
01:09:50 --> 01:09:51: a living wage.
01:09:51 --> 01:09:53: They also continue to have meat.
01:09:54 --> 01:09:56: And I should clarify, I was asking.
01:09:56 --> 01:09:59: Sorry I wasn't clear about those loan programs,
01:09:59 --> 01:10:02: so the folks who were just over that limit to
01:10:02 --> 01:10:04: get the grant programs.
01:10:04 --> 01:10:05: They may have some mobility,
01:10:05 --> 01:10:08: but they still then. At that point,
01:10:08 --> 01:10:10: they're more on their own to get the contractors,
01:10:10 --> 01:10:13: and they have to sort through what's a loan product
01:10:13 --> 01:10:14: that makes sense.
01:10:14 --> 01:10:15: So, so yeah, thank you Octavia.
01:10:15 --> 01:10:17: I'm talking about those folks.
01:10:17 --> 01:10:20: As as Rachel Meadows boss would say who are nickel
01:10:20 --> 01:10:22: over the qualifying limit?
01:10:24 --> 01:10:28: But still, you know, don't have the knowledge or a
01:10:28 --> 01:10:30: lot or the full cash to do that.
01:10:30 --> 01:10:32: Ten $20,000 of repair.
01:10:33 --> 01:10:35: We we haven't actually said the name of the program,
01:10:35 --> 01:10:36: so I think we'd be doing a disservice if we
01:10:36 --> 01:10:37: hadn't.
01:10:37 --> 01:10:40: We're talking about the restore repair Renew program,
01:10:40 --> 01:10:42: and I'm gonna put a quick link in the chat
01:10:43 --> 01:10:45: of for folks that don't know about it.
01:10:45 --> 01:10:47: Rachel was talking about it in the chat,
01:10:47 --> 01:10:50: but you know, much credit goes to her boss Councilmember
01:10:50 --> 01:10:51: Parker for championing this,
01:10:51 --> 01:10:54: and it does. It provides you know,
01:10:54 --> 01:10:59: 3% loans subsidized loans, 10 years to pay off up

01:10:59 --> 01:11:00: to $25,000.
01:11:00 --> 01:11:03: You know, I think part of the problem part of.
01:11:03 --> 01:11:05: The reason why there we why there's more capacity in
01:11:06 --> 01:11:06: the repair,
01:11:06 --> 01:11:10: restore, Renew program than than than there is then then
01:11:10 --> 01:11:11: is being taken up.
01:11:11 --> 01:11:15: Is that at least we at CLS have spent years
01:11:15 --> 01:11:19: counseling our clients that they need to be very,
01:11:19 --> 01:11:23: very careful when a contractor comes around and says hey,
01:11:23 --> 01:11:26: you need you need new Windows and need new new
01:11:26 --> 01:11:26: ceiling.
01:11:26 --> 01:11:29: You know I'll I'll take care of the financing for
01:11:29 --> 01:11:29: you.
01:11:29 --> 01:11:30: I'll hook you all up.
01:11:30 --> 01:11:32: I'll take care of the this back,
01:11:32 --> 01:11:34: you know, we'll we'll. Put these on and they throw
01:11:34 --> 01:11:34: up,
01:11:34 --> 01:11:38: you know, shoddy. You know vinyl siding and windows that
01:11:38 --> 01:11:38: leak,
01:11:38 --> 01:11:41: and then they get hit with these huge mortgages and
01:11:41 --> 01:11:43: then the the the contractor sells it to some bottom
01:11:43 --> 01:11:46: feeding foreclosure firm who then files a foreclosure and you
01:11:46 --> 01:11:48: lose your home. And so we,
01:11:48 --> 01:11:51: we and housing counseling agencies if others have been have
01:11:51 --> 01:11:53: been telling homeowners,
01:11:53 --> 01:11:56: be very careful about these folks and do your due
01:11:56 --> 01:11:59: diligence and you know you may lose your home over
01:11:59 --> 01:12:01: it and as a result some of that sort of
01:12:01 --> 01:12:04: wariness has been unfairly transposed.
01:12:04 --> 01:12:06: Over onto the restore repair Renew program,
01:12:06 --> 01:12:09: which is a good program which is which should be
01:12:09 --> 01:12:09: trusted,
01:12:09 --> 01:12:12: which is subsidized, which is a solution to allow these
01:12:12 --> 01:12:13: problems,
01:12:13 --> 01:12:15: and I think it's a messaging issue as as GAIL
01:12:15 --> 01:12:16: just mentioned the chat,
01:12:16 --> 01:12:17: it's a trust fat issue,
01:12:17 --> 01:12:19: but there is more capacity there and I think it
01:12:19 --> 01:12:20: is.
01:12:20 --> 01:12:21: It's gotta be a piece of the solution
01:12:21 --> 01:12:25: here. If

01:12:26 --> 01:12:29: one. Sorry, go ahead. I'm sorry
01:12:29 --> 01:12:30: I wanted to add to that.
01:12:30 --> 01:12:32: So in the chat I can see everyone going trust
01:12:32 --> 01:12:33: factor,
01:12:33 --> 01:12:36: trust factor, trust factor. You know a lot of times
01:12:36 --> 01:12:39: there we we hear a lot about your contribution be
01:12:39 --> 01:12:40: licensed and bonded.
01:12:40 --> 01:12:42: Licensed and bonded, licensed and bonded.
01:12:42 --> 01:12:46: And even then you might not find someone who is
01:12:46 --> 01:12:47: affordable.
01:12:47 --> 01:12:50: Who was qualified? Maybe they've changed their name several times
01:12:50 --> 01:12:53: and you know they've gotten different licenses in order to
01:12:53 --> 01:12:53: this work.
01:12:53 --> 01:12:56: But you also don't know how to write a contract
01:12:56 --> 01:12:58: that has a scope of work that says these are
01:12:58 --> 01:12:59: the things I want you to do.
01:12:59 --> 01:13:01: These are this is the payment schedule.
01:13:01 --> 01:13:04: I only learned this about two years ago when I
01:13:04 --> 01:13:06: did jump start that you can make up your own
01:13:06 --> 01:13:09: contract to give to your the person who's going to
01:13:09 --> 01:13:12: fix your home. So usually some guy says to me
01:13:12 --> 01:13:13: I'm going to do this.
01:13:13 --> 01:13:15: Here's the here's the scope of work,
01:13:15 --> 01:13:16: and he writes something out.
01:13:16 --> 01:13:17: And then you, you pay him.
01:13:17 --> 01:13:21: And not knowing that I'm in charge of this process
01:13:21 --> 01:13:22: means that I'm also.
01:13:22 --> 01:13:26: Again I'm, I'm more at risk of having people who
01:13:26 --> 01:13:28: are not good at.
01:13:28 --> 01:13:29: Who not who are not going to have my best
01:13:29 --> 01:13:30: interest at heart?
01:13:30 --> 01:13:32: And I say this using my example,
01:13:32 --> 01:13:33: but I know this is true.
01:13:33 --> 01:13:35: My neighbors as well because we've used the same contractor
01:13:35 --> 01:13:37: who's messed up all of our houses so.
01:13:42 --> 01:13:44: And then, Carrie. I think if you can say a
01:13:44 --> 01:13:45: bit,
01:13:45 --> 01:13:49: I know habitats jumped in sort of beyond their traditional
01:13:49 --> 01:13:51: home building model to do what?
01:13:51 --> 01:13:56: 68 Now different partnerships in home repair and kind of

01:13:56 --> 01:13:57: what's that?
01:13:57 --> 01:14:01: What's that gap or need that habitats sort of had
01:14:01 --> 01:14:03: to have been willing to to jump in that you
01:14:04 --> 01:14:04: know,
01:14:04 --> 01:14:06: probably other. If there were,
01:14:06 --> 01:14:08: if there were other resources you might not have to
01:14:08 --> 01:14:11: that might not have to be something you were taking
01:14:11 --> 01:14:11: on as well,
01:14:11 --> 01:14:12: that's clear.
01:14:13 --> 01:14:16: Yeah, so I mean just just.
01:14:16 --> 01:14:19: I'm not sure where your question is in there and
01:14:19 --> 01:14:20: you wanted to.
01:14:20 --> 01:14:20: We
01:14:21 --> 01:14:23: challenge that the groups that your partner has come to
01:14:23 --> 01:14:24: you said Oh my God,
01:14:24 --> 01:14:26: this is the home repair piece we can't find.
01:14:26 --> 01:14:29: We need you to do it.
01:14:29 --> 01:14:31: And you can't keep doing it for everyone.
01:14:31 --> 01:14:32: You can't take on 30 of these.
01:14:32 --> 01:14:33: Well,
01:14:33 --> 01:14:36: I mean, so one of the things that we've realized
01:14:36 --> 01:14:36: through,
01:14:36 --> 01:14:39: you know us and other providers have realized is that
01:14:39 --> 01:14:41: no one is doing like enough in each home.
01:14:41 --> 01:14:45: The the need has is gotten so great you know
01:14:45 --> 01:14:46: with homes that are.
01:14:46 --> 01:14:51: Better most of our aging owned homes were built before
01:14:51 --> 01:14:51: 1940,
01:14:51 --> 01:14:55: so you've got really old homes with so much need
01:14:55 --> 01:14:57: that no one,
01:14:57 --> 01:15:00: no one group is really has the ability to throw
01:15:01 --> 01:15:05: that much money in it because of restrictions so.
01:15:05 --> 01:15:08: So we've worked with a bunch of other providers through
01:15:08 --> 01:15:11: it mentioned in the chat that built to last and
01:15:11 --> 01:15:15: also list had convened groups working in in West Philadelphia.
01:15:15 --> 01:15:19: We called the Housing Preservation Initiative to try and layer
01:15:19 --> 01:15:22: and each sort of make a stone soup to get
01:15:22 --> 01:15:25: folks to a point where they're much more stable,
01:15:25 --> 01:15:28: but so that requires a ton more work than being
01:15:28 --> 01:15:31: able to do what's needed at a single time.
01:15:31 --> 01:15:35: So that's one thing that people have come to us

01:15:35 --> 01:15:35: to say.
01:15:35 --> 01:15:38: It's not enough. It's not enough like and and it
01:15:38 --> 01:15:41: doesn't feel good as a service provider to walk out
01:15:41 --> 01:15:44: of a home and be like I did these critical
01:15:44 --> 01:15:46: things that are imminent. That were,
01:15:46 --> 01:15:48: you know, a homeowner was in imminent danger,
01:15:48 --> 01:15:52: but. They still need the kitchen done,
01:15:52 --> 01:15:55: you know, they still need grab bars and stuff in
01:15:55 --> 01:15:56: the bathroom,
01:15:56 --> 01:15:58: so that's one of the ways that we've built a
01:15:58 --> 01:16:01: bunch of partnerships to try and layer more more services
01:16:01 --> 01:16:04: to the folks that we work with in additional that
01:16:04 --> 01:16:08: we already talked about was sort of targeting specific health
01:16:08 --> 01:16:11: care issues with the example of CHOP.
01:16:11 --> 01:16:15: It's around asthma. We're working with Jefferson and their real
01:16:16 --> 01:16:18: interest is sort of partnering on.
01:16:18 --> 01:16:22: On some other adult diseases,
01:16:22 --> 01:16:25: and then we were talking about sort of how how
01:16:25 --> 01:16:28: food and security plays into that and how can we
01:16:28 --> 01:16:32: do repairs that might be affecting someone's ability to get
01:16:32 --> 01:16:37: nutrition. So for instance, we had a conversation.
01:16:37 --> 01:16:40: Manna or philabundance might be getting people food,
01:16:40 --> 01:16:41: but they don't have a working kitchen,
01:16:41 --> 01:16:46: so it's not. It's not really doing,
01:16:46 --> 01:16:48: it's not providing the impact that that you wanted to
01:16:48 --> 01:16:48: see.
01:16:48 --> 01:16:51: So we've been in conversations about how can habitat play
01:16:51 --> 01:16:53: a role in that as well.
01:16:55 --> 01:16:57: I'm trying to think of other partnerships that we have,
01:16:57 --> 01:17:00: but but those are sort of key ones that we've
01:17:01 --> 01:17:03: tried to address with partners.
01:17:03 --> 01:17:03: Great,
01:17:03 --> 01:17:06: thank you I. I think we've reached our time on
01:17:06 --> 01:17:06: the Q&A,
01:17:07 --> 01:17:09: but I just want to point out there's been an
01:17:09 --> 01:17:12: amazing active discussion about this home repair.
01:17:12 --> 01:17:14: Couldn't be a forum in and of itself,
01:17:14 --> 01:17:16: and there's a lot of good information,
01:17:16 --> 01:17:19: so I'll encourage everyone before the session ends to scroll
01:17:19 --> 01:17:21: through the comments.
01:17:21 --> 01:17:22: There's a lot of links,

01:17:22 --> 01:17:24: a lot of information about the various home programs,
01:17:24 --> 01:17:27: a lot of comments about some of the issues and
01:17:27 --> 01:17:27: obstacles,
01:17:27 --> 01:17:32: and also Michael had posted some information about a state
01:17:32 --> 01:17:33: planning.
01:17:33 --> 01:17:37: Gonna make a few, maybe do a quick you know.
01:17:37 --> 01:17:40: 22nd shout out for the problem with the funeral homes
01:17:40 --> 01:17:43: so people are aware addressing the tangled title issue.
01:17:43 --> 01:17:46: Well, this isn't so much a problem as a solution,
01:17:46 --> 01:17:51: right? Councilmember Gilmore Richardson championed a bill a few weeks
01:17:51 --> 01:17:56: months ago that will require funeral homes to provide information
01:17:56 --> 01:18:00: about tangled titles to the family at the time of
01:18:00 --> 01:18:02: the funeral. Because we know that,
01:18:02 --> 01:18:03: as I mentioned in the chat,
01:18:03 --> 01:18:05: the second best time. To fix that,
01:18:05 --> 01:18:08: angle title is immediately after the death of the of
01:18:08 --> 01:18:08: the the the,
01:18:08 --> 01:18:09: the the the property owner.
01:18:11 --> 01:18:13: Especially because everyone is actually there,
01:18:13 --> 01:18:13: right?
01:18:13 --> 01:18:16: Exactly right? Yeah, that now you're supposed to say,
01:18:16 --> 01:18:18: well, what's the first? What's the best two times?
01:18:20 --> 01:18:22: Yeah, and what's the best time there you go.
01:18:22 --> 01:18:24: Thank you to avoid Tangled title
01:18:25 --> 01:18:26: before the homeowner dies. Thank
01:18:26 --> 01:18:26: you.
01:18:28 --> 01:18:30: Thank you, I tell you that will turn it back
01:18:30 --> 01:18:30: to you.
01:18:30 --> 01:18:31: Thank you so much.
01:18:36 --> 01:18:39: I've been, I've been muted for so long.
01:18:39 --> 01:18:41: No, it's been a really great conversation.
01:18:41 --> 01:18:43: Thank you to the panelists for kind of coming in
01:18:43 --> 01:18:44: and joining us.
01:18:44 --> 01:18:45: I think that there's I.
01:18:45 --> 01:18:49: I see lots of opportunities for thinking about thinking differently
01:18:49 --> 01:18:52: about how we do these things and really capitalizing on
01:18:52 --> 01:18:54: the ways that we're doing it well,
01:18:54 --> 01:18:58: right and so happy to to kind of continue these
01:18:58 --> 01:18:59: conversations.
01:18:59 --> 01:19:01: Jimmy is going to talk to us a little bit

01:19:02 --> 01:19:03: about a further conversation.
01:19:03 --> 01:19:04: We're planning to have next month.
01:19:04 --> 01:19:06: I don't know if you want me to go ahead
01:19:06 --> 01:19:06: and toss to him,
01:19:06 --> 01:19:07: Kevin.
01:19:08 --> 01:19:11: Yeah, that's great. There's obviously so many people that we
01:19:11 --> 01:19:12: want to thank.
01:19:12 --> 01:19:14: But before we jump into that sort of those closing
01:19:14 --> 01:19:15: remarks,
01:19:15 --> 01:19:17: I'd love to pass it over to Jimmy Gastner of
01:19:17 --> 01:19:20: the Federal Reserve Bank of Philadelphia to talk about a
01:19:20 --> 01:19:22: program they have in March that I think will be
01:19:22 --> 01:19:27: a great sort of. Addition to to this conversation.
01:19:27 --> 01:19:29: So Jimmy, if you're there you can feel free to
01:19:29 --> 01:19:31: unmute and share some information.
01:19:32 --> 01:19:33: Thank you Kevin
01:19:33 --> 01:19:34: and 1st just would like to
01:19:34 --> 01:19:36: say wow, what
01:19:36 --> 01:19:37: a great two days
01:19:37 --> 01:19:38: of conversations
01:19:38 --> 01:19:40: around such an important topic.
01:19:40 --> 01:19:43: And good morning everyone. As Kevin mentioned,
01:19:43 --> 01:19:45: my name is Jimmy Gassner and I'm a community engagement
01:19:45 --> 01:19:46: associate with the Federal
01:19:46 --> 01:19:50: Reserve Bank of Philadelphia and also a proud member of
01:19:50 --> 01:19:52: ULI Philadelphia Young Leaders Group.
01:19:52 --> 01:19:54: I'd like to thank you
01:19:54 --> 01:19:57: Ally again for hosting 2 great events as well As
01:19:57 --> 01:19:58: for the invitation
01:19:58 --> 01:20:00: to speak today. So to
01:20:00 --> 01:20:01: build on
01:20:02 --> 01:20:03: this week's forum
01:20:03 --> 01:20:05: on Black and Brown homeownership,
01:20:05 --> 01:20:06: the Philadelphia
01:20:06 --> 01:20:07: Fed in partnership
01:20:07 --> 01:20:09: with Octavia and her team at the Pew
01:20:09 --> 01:20:11: Charitable Trust Philadelphia Research and Policy
01:20:11 --> 01:20:14: initiative will host a research
01:20:14 --> 01:20:14: and policy
01:20:14 --> 01:20:16: focus webinar on March 23rd
01:20:17 --> 01:20:18: at 10:10 AM

01:20:18 --> 01:20:19: to continue to examine
01:20:20 --> 01:20:20: the black white
01:20:20 --> 01:20:22: homeownership gap in the city.
01:20:22 --> 01:20:24: And we hope that you will save the date for
01:20:24 --> 01:20:24: this
01:20:24 --> 01:20:26: critical discussion. As
01:20:26 --> 01:20:28: we know from conversations
01:20:28 --> 01:20:28: this week,
01:20:28 --> 01:20:31: homeownership has long been viewed as one of the most
01:20:31 --> 01:20:33: effective ways to build long term wealth.
01:20:33 --> 01:20:35: Yet historically, black Philadelphians have not
01:20:35 --> 01:20:36: had the same access to
01:20:36 --> 01:20:40: that opportunity. Our event will feature researchers from the Fed
01:20:40 --> 01:20:42: and Pugh who examine the current state of the black,
01:20:42 --> 01:20:46: white homeownership gap as well as examine what factors
01:20:46 --> 01:20:47: perpetuate
01:20:47 --> 01:20:52: these racial homeownership. Disparities state local policymakers will also use
01:20:52 --> 01:20:53: these key findings
01:20:53 --> 01:20:54: from this research
01:20:54 --> 01:20:56: to explore potential policy interventions.
01:20:56 --> 01:20:57: To address these
01:20:57 --> 01:21:01: racial inequities in Philadelphia and we're excited to share that
01:21:01 --> 01:21:02: executive director Robin
01:21:02 --> 01:21:05: Weisman of the Pennsylvania Housing Finance Agency,
01:21:05 --> 01:21:05: as
01:21:05 --> 01:21:07: well as Councilmember Cherelle Parker,
01:21:07 --> 01:21:10: among other distinguished leaders on this issue,
01:21:10 --> 01:21:11: will be speaking at
01:21:11 --> 01:21:14: our at this event. Registration for this webinar will open
01:21:15 --> 01:21:15: shortly
01:21:15 --> 01:21:16: and additional
01:21:16 --> 01:21:19: information will be available on the Philadelphia Fed's website,
01:21:21 --> 01:21:21: whichisphiladelphiafed.org
01:21:22 --> 01:21:23: as early as next week.
01:21:23 --> 01:21:24: Again, this
01:21:24 --> 01:21:26: event will be on March 23rd beginning
01:21:26 --> 01:21:28: at 10:00 AM and
01:21:28 --> 01:21:30: we hope to see you there as we will also
01:21:30 --> 01:21:33: preview additional work to create a more equitable

Philadelphia in
01:21:33 --> 01:21:35: collaboration with ULI Philadelphia,
01:21:36 --> 01:21:39: Pugh and others. So thank you again for the opportunity
01:21:39 --> 01:21:42: to speak with you this morning and I'll now turn
01:21:42 --> 01:21:44: it back over to Kevin.
01:21:44 --> 01:21:45: Thank you so much, Jimmy,
01:21:45 --> 01:21:48: and we'll be sure to get that information out along
01:21:48 --> 01:21:50: with the recordings from the the last two days of
01:21:50 --> 01:21:53: conversation to everyone who is in attendance today.
01:21:53 --> 01:21:56: And we we certainly hope folks will be able to
01:21:57 --> 01:22:00: to join our friends for that conversation as well.
01:22:00 --> 01:22:02: I do want to make sure that we thank everyone
01:22:03 --> 01:22:05: who who made sort of the past two days of
01:22:05 --> 01:22:06: conversation possible.
01:22:06 --> 01:22:10: In particular Octavia for just the wonderful,
01:22:10 --> 01:22:12: the moderation and all the prep that went into hosting
01:22:12 --> 01:22:14: these two days of conversation.
01:22:14 --> 01:22:16: Also, all of our panelists today,
01:22:16 --> 01:22:19: Carrie, Michael, Alexandra, Alexandra and Abraham.
01:22:19 --> 01:22:22: I think all of your perspectives lent to a really
01:22:22 --> 01:22:25: robust exploration of both the challenges,
01:22:25 --> 01:22:28: but also hopefully a lot to think about in terms
01:22:28 --> 01:22:30: of of some solutions.
01:22:30 --> 01:22:33: Thinking. Obviously I want to thank all of our attendees
01:22:33 --> 01:22:35: as well the the chat over the last two days
01:22:35 --> 01:22:38: has been almost like a almost like a third webinar
01:22:38 --> 01:22:41: in terms of the number of resources that have been
01:22:41 --> 01:22:43: shared and conversation that has been had.
01:22:43 --> 01:22:46: So thank you for being such active participants.
01:22:46 --> 01:22:48: And of course, to our two event sponsors shift capital
01:22:48 --> 01:22:51: and Councilmember Alan down for making this conversation possible.
01:22:51 --> 01:22:55: It's really important to us that we get feedback from
01:22:55 --> 01:22:58: all of you who participated in in this forum.
01:22:58 --> 01:23:00: All of our attendees, and so in a second my
01:23:00 --> 01:23:03: colleague Sigourney will drop a link to a survey about
01:23:03 --> 01:23:04: the forum.
01:23:04 --> 01:23:06: In the chat we it's a quick one minute survey.
01:23:06 --> 01:23:09: We really would appreciate your time in sharing and sharing
01:23:09 --> 01:23:11: any feedback that you might have.
01:23:11 --> 01:23:14: You'll also receive the same link by email a few
01:23:14 --> 01:23:17: minutes after after we conclude today.

01:23:17 --> 01:23:19: And with that I would just like to invite anyone

01:23:19 --> 01:23:23: who would be interested in attending other Uli Philadelphia programs

01:23:23 --> 01:23:25: or or continuing this conversation in other ways to visit

01:23:25 --> 01:23:29: our website philadelphia.uli.org. So again,

01:23:29 --> 01:23:32: on behalf of ULI Philadelphia and the Development Workshop.

01:23:32 --> 01:23:34: Thank you all so much for joining us.

01:23:34 --> 01:23:35: Thank you to all of our speakers,

01:23:35 --> 01:23:38: our sponsors and our moderator as well.

01:23:38 --> 01:23:40: Have a great afternoon and a great weekend.

01:23:40 --> 01:23:42: Everyone. Thanks so much.
