



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

**BUILDING UP MINORITY AFFORDABLE HOUSING DEVELOPERS**

*Closing The Racial Wealth Gap*

[www.minorityhomebuilders.org](http://www.minorityhomebuilders.org)

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## Summit Co-Chairs:

**Diane Bell-McKoy** (Associated Black Charities of Maryland)

**Al Pina** (Chair, Florida Minority Community Reinvestment Coalition)

## Primary Goals of Summit

**Development of Minority Affordable Housing Developers**  
(MINORITY LED/FOCUSED NON PROFITS & FOR PROFIT MINORITY BUILDERS)

**Leveraging Housing Development Intellectual Bandwidth**  
Scale of Economies (Decreasing Housing Construction Cost/Increase Profit)

**Leveraging Access To Affordable Housing Construction Capital**

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

Wednesday, October 11:

**3pm-5pm Registration**

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

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

Thursday, October 12:

There Will Be Audience Q&A In Each Session

**7am-3pm Registration**

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

Thursday, October 12:

8:30am-10:00am

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

Moderator: **Todd Greene**, Federal Reserve Bank of Atlanta

Special Presentation: Racial Wealth Gap Award Presentation By Danise Jones-Dorsey (My Brothers Keeper)

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

Roundtable Starts With Presentation on Racial Wealth Gap

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

Thursday, October 12:

**10:15am-11:50am**

## **Developing Legal Structures and Contracts That Protect The Organization's Construction Process & Assets**

Panelist: **The Trent Cotney Law Construction Group**

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

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

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

Thursday, October 12:

12:00pm-1:30pm

## **The Racial Wealth Gap Awards Luncheon**

### **Welcome:**

**Watson Haynes** (CEO, Urban League of Pinellas County)

### **EMCEES:**

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

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

### **Co Key Note Speakers:**

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

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

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

### **Closing The Racial Wealth Gap Champion Awardees:**

Nonprofit Housing Developer Champion (To Be Announced)

Sheila Vaden-Williams Racial Economic Inclusion Awards:

**Joe Serrano**-Tent Makers CDC (Richmond, CA)

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

**General Motors Company** (GM)

**Peter Fontanes**-National Hispanic Construction Association

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

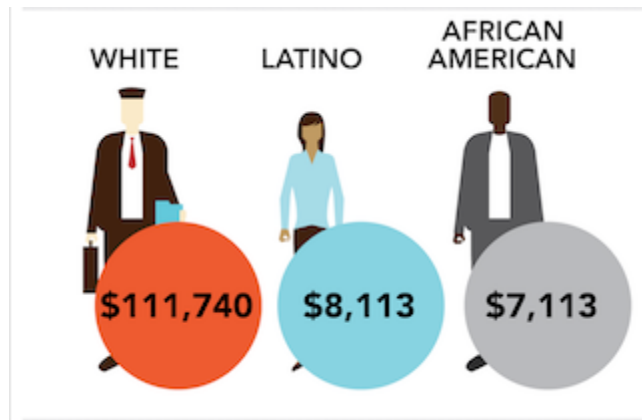
**NAREB**-2 Million New Black Home Owners Program

**Chris Rockey**-PNC Community Development Market Manager (Maryland)

**Pittsburg Housing Development Association Inc.** (Pittsburgh, PA)

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

## The Racial Wealth Gap:



### U.S. Household Wealth is Made Up Of:

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

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

Thursday, October 12:

**1:45pm-3:15pm**

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

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

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

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

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

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



Thursday, October 12:

**3:30pm-5:00pm**

**Model Minority Affordable Housing Programs That Focus on Development of Minority Led & Focused Affordable Housing Developers: Baltimore and St. Petersburg Lead the Way**

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

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



## **City of Baltimore:**

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

## **City of St. Petersburg:**

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

Thursday, October 12:

**5pm - 7pm Poolside Reception**

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

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

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

Friday, October 13:

**7am-9am Registration**

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

**9:00am-10:30am**

**Building A Profitable Affordable Housing Development Program**

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

Developing an affordable housing development program using market based and profit oriented models and practices. A profitable nonprofit affordable home builder and For Profit home builder provide details on their successful and profitable housing development programs that will allow for increased affordable housing construction and profits. **Developing Financials** (Construction oriented Accounting, Audits and Book Keeping) For Managing Your Housing Development Business and Increased Access to Capital

Friday, October 13:

**1pm-3pm Rebuild Puerto Rico**

HOSTED BY:

National Puerto Rican Leadership Council & Education Fund

National Hispanic Construction Association

Wesley Chapel Nissan

REBUILD PUERTO RICO Minority Construction Data Base:

Minority Construction Online Company Data Base & Portal To Connect Puerto Rico Local Home Owners & Mayors With Skilled **Minority Owned & Operated** Construction Companies Who Wish To Help **REBUILD PUERTO RICO** Housing To Be Unveiled At National Minority Affordable Home Builders Summit

**Juan Ramos** (President, Remodel & More Inc-Humacao, Puerto Rico)

Juan Ramos, coming from Puerto Rico and a housing builder in Humacao-Palmas Del Mar region that was hit hard from the eye of Hurricane Maria, will discuss current state of housing in Puerto Rico and what is needed to **REBUILD PUERTO RICO** housing. **REBUILD PUERTO RICO** workshop (agenda below) will include a national data base (via an online internet portal managed by the National Hispanic Construction Association) of **minority owned and operated** general contractors, subcontractors and suppliers who wish to do work in Puerto Rico that will be made available to homeowners, businesses and local mayors in Puerto Rico to address the massive shortage of skilled housing workers in Puerto Rico. All companies that are part of this housing data base must agree to hire local Puerto Rico labor and skilled workers to provide jobs to the local economy. Puerto Rico government & FEMA Officials have been given invitation to attend **REBUILD PUERTO RICO**.

**Bringing Skilled Construction Workers To Puerto Rico:**

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

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

Friday, October 13:

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

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