

Homeownership Committee
Meeting Minutes
January 20, 2021

Committee Members Present: P. Ikawa, Chair, K. Buck, C. Norwood
Committee Members Absent: N/A
Other Board Members Present: D. Shumway
Staff Members Present: D. Christon, P. Donahue, L. Ford, B Frost, R. Izzo, I
MacLellan, D. Sargent
Others Present: N/A

Ms. Ikawa opened the meeting at 11:00 a.m. She noted that, as Chair of the Homeownership Committee, she recognizes the existence of an emergency due to the COVID-19 pandemic and, in accordance with Governor Sununu's Emergency Order #12 pursuant to Executive Order 2020-04, this Committee is authorized to meet electronically. Ms. Ikawa began the meeting with a roll call of members present and each member stated their location and noted they were alone.

1. Approval: Minutes of the November 18, 2020 Homeownership Committee Meeting: Members had no comments on the minutes as presented. Mr. Buck moved, seconded by Mr. Norwood. A roll-call vote was taken and the motion to Approve the Minutes of the November 18, 2020, Homeownership Committee Meeting passed by a unanimous roll-call vote.

2. Discussion: Program Status Reports: Mr. MacLellan introduced Lisa Ford. Ms. Ford reported single family reservations are strong with a 14% increase relative to the previous year, and rates are competitive. She reviewed the reports noting the Authority continues to increase business and revenue is currently at 143% of budget. Ms. Ford reported the cash assistance loans are slightly down from last year and the Participating Originator (PO) program has increased 72%, now constituting 24% of NHHFA business. She answered members questions about what impacted the increase in the PO channel, noting new lenders have been added. Mr. MacLellan reviewed the types of financial institutions that choose the PO channel explaining the reasons they participate with NHHFA and Mr. Christon noted this is a very deliberate business strategy. Mr. MacLellan gave details about the referral system and responded to inquiries of the profitability of the PO program compared to the Participating Lender (PL) program, noting the PO program is profitable both up front and through servicing. He also noted MCC activity is slightly above goal for the year. Mr. Sargent reviewed the servicing report noting the decline in the portfolio, delinquency rates, and forbearance activity. He also noted the expectations regarding deadline extensions for forbearance requests. He answered members questions regarding the delinquency rate historical comparisons and explained the delinquency rates among the various types of loans. Mr. Sargent reported staff will compile additional comparative delinquency data and share it with the committee on a periodic basis.

3. Approval: Community Heroes Initiative: Ms. Ford noted staff is excited to roll out a new program called the Community Heroes Initiative with funds received from borrowers who have paid back cash assistance. She provided details of the program, reporting it will serve about 200 households and will end once the resources have been allocated. No repayment will be required, in the hopes of attracting new borrowers and to give back to first responders

of the COVID pandemic. Ms. Ford reported the program would launch in February, and of the \$885,000 projected to be available, staff is requesting to allocate \$600,000 to this program. She answered members' questions about eligibility and targeted marketing efforts. Mr. Shumway asked about the rationale used to establish the eligibility list noting a desire to avoid racial and ethnic bias. Staff acknowledged this shared goal and reported that efforts would be made to ensure appropriate access to the program. Mr. Buck moved, seconded by Mr. Norwood. A roll-call vote was taken and the motion to bring the Community Heroes Initiative and \$600,000 allocation to the full Board for approval passed by a unanimous roll-call vote.

4. Approval: Downpayment Assistance for Voucher Assisted Mortgage Option (VAMO) Borrowers: Mr. Izzo explained the VAMO program to members noting a number of Housing Choice Voucher (HCV) clients have a Mortgage Subsidy Letter but have not been able to compete in the purchase of homes in the current environment. In the past, the Individual Development Account (IDA) program helped clients save money but the program was eliminated in 2016. Mr. Izzo explained that clients can use their voucher, complete the Department of Housing and Urban Development (HUD) certified counseling and then use their voucher to purchase a home which allows for 15 years of assistance for most borrowers. He reported there are 54 households that currently have a subsidy letter and this program requires that recipients use Authority programs. Staff proposes to launch the program allocating \$75,000 which will serve six clients. Mr. Izzo and Mr. Sargent answered questions. Staff advised the request is for specific dollar amounts for the program and future allocations will depend on its success and the availability of resources. Mr. Buck moved, seconded by Mr. Norwood. A roll-call vote was taken and the motion to bring the VAMO Cash Assistance Pilot and \$75,000 allocation to the full Board for approval passed by a unanimous roll call vote.
5. Other Business: Mr. MacLellan thanked members for their support of the new programs.

There being no further business to bring before the Committee, Mr. Norwood moved, seconded by Mr. Buck. A roll call vote was taken and the meeting was adjourned at 11:56 a.m.