



# The Florida Housing Coalition Provides NSP Training and Technical Assistance



By Gladys Schneider

**T**he Florida Housing Coalition was providing training to non-profits, local governments, and their partners on how to recover the foreclosed housing stock even before the NSP program was enacted. With a seed grant from Bank of America, the Florida Housing Coalition developed

the training curriculum and held several strategic planning meetings around Florida. In addition, a Catalyst workshop sponsored by the Florida Housing Finance Corporation provided training for SHIP administrators on developing strategies for using SHIP funds for foreclosure prevention and mitigation and for putting foreclosed properties back into productive use.

The Florida Housing Coalition has presented a total of twelve workshops since August on the acquisition

of foreclosed properties for rehabilitation and sale or rental as affordable housing. The Florida Department of Community Affairs engaged the Coalition to assist its 26 Neighborhood Stabilization Program communities with workshops and on-site clinics all dedicated to ensuring that Florida will be ready to move when just over \$541 million (\$91 million for DCA communities) in funding from the Housing and Recovery Act is approved by HUD.

## THE FOCUS FOR THE WORKSHOPS:

**Acquiring and Rehabilitating Foreclosed Properties.** This workshop explains how to identify suitable foreclosed properties in the community and make an evaluation of which properties are good choices for acquisition and rehabilitation. The acquisition process is fully delineated and covers the use of databases including Multiple Listing Services, Fannie Mae website, bank websites and public

records information. Neighborhood stabilization priorities and strategies are covered in terms of the intent of the NSP. The training also focuses on qualifying buyers, obtaining permanent financing and determining the subsidy needed. NSP regulations for purchase discounts and program income are incorporated.

**Planning, Financing and Acquiring Foreclosed and Abandoned Properties for Rental Housing.**

This training addresses the principles behind acquiring, financing and managing foreclosed or abandoned properties to be used for rental housing. A primary focus is on small scale rental housing with an emphasis on real estate economics including debt coverage ratios, covering operating expenses, and asset management. This training also focuses on combining NSP funds with traditional sources of rental financing such as housing credits and state funded housing programs. The NSP rules for program income from rental properties are covered.

**Rehabilitating Foreclosed and Abandoned Properties** – This training focuses on the rehabilitation of foreclosed and abandoned properties. Topics include developing rehabilitation standards, the inspection process, work write-ups, cost estimates, obtaining qualified contractors, project oversight and warranties. A major focus is on incorporating green and energy conservation features into the rehabilitation standards. The unique inspections and repairs that need to be considered when evaluating the feasibility of a property that has been vacant for some time are covered.

**Long Term Affordability** – The NSP encourages communities to incorporate long term affordability into its NSP program. This training focuses on recapture



Participants in the workshops completed a day of training with group exercises.

and resale strategies for increasing the permanent supply of affordable housing. Community land trusts, land banking, deed restrictions, shared appreciation, and the lease-purchase agreement are all covered.

Participants in the workshops completed a day of training with group exercises. By solving complex assignments in a group, attendees put their training to use and benefited from the ideas and experiences of their co-classmates.



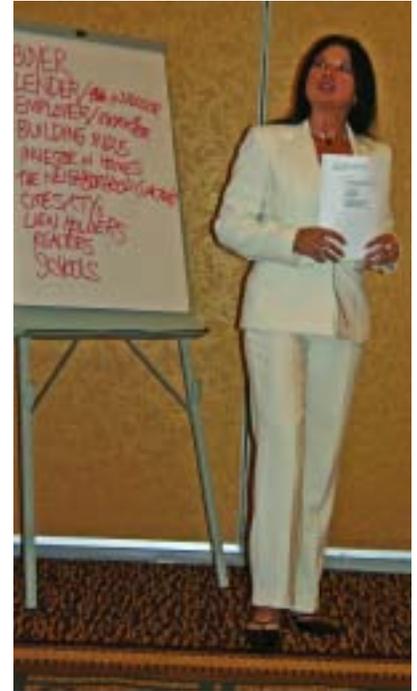
Stan Fitterman, Florida Housing Coalition

Trainers for the series included Stan Fitterman, Gladys Schneider, Aida Andujar, Evelyn Rusciollelli, and Lydia Beltran. Michael Chaney and Lydia Beltran provided training for the Coalition’s Foreclosure Prevention workshop held earlier this year. Guest speakers included Florida Housing Coalition Board of Directors member, George Romagnoli of Pasco County and Gregg Schwartz of Tampa Bay CDC.

A popular speaker with tales from the real estate investor’s point of view was Jeffrey Tumbarello, of the Southwest Florida Real Estate Investors Association located in Ft. Myers. Some workshops also featured guest panelists including Joann Koontz, a real estate attorney from Sarasota.



George Romagnoli of Pasco County, left; Joann Koontz, a real estate attorney from Sarasota, center, and Jeffrey Tumbarello, of the Southwest Florida Real Estate Investors Association



Lydia Beltrán, Florida Housing Coalition

Strategic Planning workshops have been held in:

-  Miami-Dade
-  Palm Beach County
-  Orlando
-  City of Jacksonville-Duval
-  Clearwater (by press time)
-  Hernando County
-  Lee County
-  Charlotte County
-  Lakeland-Polk County



Gladys Schneider, Florida Housing Coalition

Strategic Planning workshops can be either classroom or conference room style. Specific topics are customized to meet the concerns of the local government and their housing partners. Participants have learned everything from the basics of the NSP program to the intricacies of putting a plan together for addressing the particular needs in their community.

## COMING EVENTS

The Coalition will be working closely with DCA's NSP communities and will be providing site visits and onsite clinics to help plan strategically for the efficient and effective use of this major funding program. Due to the compactness of the program spending deadlines, priority is placed on homes that are readily available for purchase with minimal rehabilitation needs.

Strategic planning meetings coming up include Clay County, St. Lucie County, and Miami Beach

In addition to the technical assistance available for DCA communities, the Florida Housing Coalition can provide HUD direct NSP communities with onsite, telephone or email assistance on a contract basis. Contact the Florida Housing Coalition at 850/878/4219.