Community reinvestment in targeted neighborhoods
—Jim Bliesner, Director of the San Diego City/County Reinvestment Task Force
Detailed outline of presentation at the Rocky Mountain Land Use Institute’s Annual Land Use Conference, March 5, 2009

Current Conditions
- There is a need for affordable housing not being met by available funding.
- High foreclosures in low-mod neighborhoods, inhibit stability and escalate decline.
- Foreclosures increase relative to equity decrease.
- Purchases at the bottom of the market stabilizes the market.
- Federal laws establish a national fund ($3.5) for local land banks.
- Hedge funds purchases at reduced rates do not fully contribute to neighborhood economic stability and may prolong market instability.

San Diego Structure
- City/County Reinvestment Task Force
- Land Bank
- Community/Public Partners
- SD Capital Collaborative
- Characteristics

Getting Ready-
Organizational Response
- Data to Identify
  - Volume
  - Geography
  - Ownership
  - Value
- Assess Multi-level Response Capability
  - Foreclosure counseling
  - Homebuyer programs/ pre-qualification strategy
  - Rehabilitation resources (non-profit/ public/ private)
  - Funding opportunities
- Assemble stake holders to plan strategy, scale and targeting
  - Multi-level Response
    - Community
    - City
    - Region
- Stabilize Organizational Structure
  - Public/ private/ community overlay
- Identify production capability
  - Acquisition
  - Appraisal
  - Rehabilitation
  - Resale
• Implement funding actions/ commitments
• Public
• Bonds
• Redevelopment
• CRA Investments
• State/ Federal funds
• New Market Tax Credits
• Grants
• Private
• Program Related Investments
• Pension funds (linked to homebuyers)
• Private Investors
• Pursue Discounted Acquisitions
• Brokers
• Agents pre trained on priorities
• Lenders
• Government Secondary Markets
• Advocacy

**Lender**
**Incentives/Benefits**
• Assist in maintaining value of non foreclosed properties in high concentration markets;
• Potential tax benefits from property transfer to non-profit organization;
• Potential for back end new home buyer lending;
• CRA investment opportunity with reasonable return;
• Removal of foreclosed properties from balance sheets as non-performing loans;
• Reduction of cash reserve obligations related to foreclosed properties;

**Evaluation**
• Tracking sales prices, property values, and sales volume
• Diversification of exit outcomes related to return
• Assessment of process (acquisition, preparation and distribution)
• Achievement of socio-economic benefits (jobs, improved units, homeownership, etc)