



BOARD OF
DIRECTORS

Alan Lee
President

Jennifer Ferris
Vice President

Gordon Merklein
Secretary

Ken Reiter
Treasurer

David Brehmer

Cresha Cianciolo

Kathleen Ferguson

Emily Hinkle

Michelle Johnson

Jaimie Lee

Jim Merritt

Charles Mills

Renee Price

Maryann Toone

Jim Ward

Executive Director
Robert Dowling

Date: April 17, 2015

To: Mayor Kleinschmidt and the Chapel Hill Town Council
From: Robert Dowling, Executive Director
Re: Quarterly status report for quarter ended March 31, 2015

The third quarter of the 2014-15 fiscal year included the following highlights:

1. We sold four homes, all of which were sales of existing Home Trust homes
2. We hired a Director of Finance and Operations
3. We parted ways with our two operating managers
4. We continue to seek additional lending options for our buyers

Four homes sold – The four homes sold in the quarter were all resales. Two were condominiums and two were townhomes. Those sales required \$87,000 of subsidy, \$24,000 of which came from the NC Housing Finance Agency. The balance of \$63,000 was funded by CDBG funds. Each of the four resales was sold to a buyer who earned less than 80% of median income. As of March 31st there were 232 homes in our inventory, 191 of which are in Chapel Hill; 41 of which are in Carrboro. As of this date we are actively marketing fifteen homes, seven of which will be new to our inventory. Of the fifteen homes, seven are under contract.

Director of Finance and Operations – I'm very pleased to report that we promoted Lori Woolworth as our new Director of Finance and Operations. Lori has been our Finance Manager since July 2010. She knows our operations well but will need to obtain her Real Estate license so that she can become our Broker-in Charge by the end of the year. I have complete confidence that Lori will elevate all of our games and improve the performance of the entire organization.

Departing Managers – I'm sorry to report that our Sales Manager and our Property Manager both left us last month. Staff turnover is always difficult, but losing our two operating managers at the same time has posed significant challenges to the remaining staff. I am confident that we will overcome these challenges and be a better organization in the future. But clearly, we will have to work harder and smarter (and improvise) to accomplish all that is expected of us in the short term.

New Lending Options – We met with the CEO of State Employees Credit Union to open up lending options for our home buyers. We had a productive meeting but more work needs to be done. We have also had discussions with Fannie Mae, and a variety of lenders to determine how we can create additional borrowing options for our buyers. Despite help from David Price's office, progress is exceedingly slow. Large financial institutions are very difficult to change.