

## TUMWATER CITY COUNCIL WORK SESSION MEETING AGENDA

### Online via Zoom and In Person at Tumwater Fire Department Headquarters, EOC, 311 Israel Rd. SW, Tumwater, WA 98501

### Tuesday, August 27, 2024 6:00 PM

- 1. Call to Order
- 2. Roll Call
- 3. Black Home Initiative Pledge (Community Development Department)
- 4. Workforce Planning Update (Executive Department)
- 5. Mayor/City Administrator's Report
- 6. Adjourn

## **Meeting Information**

All Councilmembers will be attending remotely. The public are welcome to attend in person, by telephone or online via Zoom.

### Watch Online

https://us02web.zoom.us/j/87306415756?pwd=TazHKyIR1acpZUEbtKy9C8bDLSn0Zy.1

### Listen by Telephone

Call (253) 215-8782, listen for the prompts and enter the Webinar ID 873 0641 5756 and Passcode 999404

### **Public Comment**

The public may submit comments by sending an email to <u>council@ci.tumwater.wa.us</u>, no later than 4:00 p.m. the day of the meeting. Comments are submitted directly to the Councilmembers and will not be read individually into the record of the meeting.

### **Post Meeting**

Video recording of this meeting will be available within 24 hours of the meeting.

### Accommodations

The City of Tumwater takes pride in ensuring that people with disabilities are able to take part in, and benefit from, the range of public programs, services, and activities offered by the City. To request an accommodation or alternate format of communication, please contact the City Clerk by calling (360) 252-5488 or email <u>CityClerk@ci.tumwater.wa.us</u>. For vision or hearing impaired services, please contact the Washington State Relay Services at 7-1-1 or 1-(800)-833-6384. To contact the City's ADA Coordinator directly, call (360) 754-4129 or email <u>ADACoordinator@ci.tumwater.wa.us</u>

| TO:      | City Council  |
|----------|---|
| FROM:    | Erika Smith-Erickson, Land Use and Housing Planner, and Brad Medrud, Planning Manager |
| DATE:    | August 27, 2024   |
| SUBJECT: | Black Home Initiative Pledge  |

#### 1) <u>Recommended Action</u>:

Review the materials on the Black Home Initiative program and discuss whether to join a partner pledge for the program through the Regional Housing Council.

#### 2) <u>Background</u>:

The Black Home Initiative is a regional effort to increase homeownership among Black households. The program currently has a geographic focus in King and Pierce Counties. Pierce County and the Cities of Burien, Tacoma, Tukwila, and Seattle are currently network partners. Thurston County organizations and jurisdictions have been in conversation with the Black Home Initiative and are exploring the possibility of a partnership in the Black Home Initiative network.

Each Regional Housing Council jurisdiction has been asked to consider whether they would like to participate in the Black Home Initiative's efforts by authorizing the Regional Housing Council to sign the Black Home Initiative partner pledge. Signing the partner pledge signifies a commitment to being an active partner in the network to contribute to Black Home Initiative's shared efforts and priorities. While there is not a formal commitment of staff time or a financial contribution with signing the partner pledge, there is an expectation that City staff time will be needed to support the program.

Jurisdictions are asked to report back at the next Regional Housing Council meeting on August 28, 2024, about whether they will sign a partner pledge and the level of the City's support.

Potential ways Tumwater and the Regional Housing Council could participate and support the Black Home Initiative are found on page 3 of the Black Home Initiative Network Partner Pledge (Attachment B).

#### 3) Policy Support:

GOAL H-4: To provide adequate opportunities for housing for all persons regardless of age, race, color, national origin, ancestry, sex, sexual orientation, familial status, marital status, ethnic background, source of income use of federal housing assistance, or other arbitrary factors.

#### 4) <u>Alternatives</u>:

None.

### 5) Fiscal Notes:

This is an internally funded program. Additional staff time would need to be allocated to attend meetings and participate in programs as part of the Regional Housing Council.

### 6) <u>Attachments</u>:

- A. PowerPoint Presentation
- B. Black Home Initiative Network Partner Pledge
- C. Black-Homeownership-7-point-plan-2-7-22
- D. Thurston County Demographic and Lending Data-Maps-iEmergent

# **Black Home Initiative Partner Pledge**

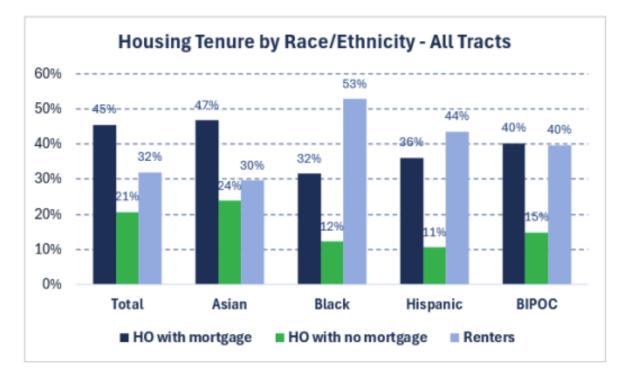


Erika Smith-Erickson, Housing and Land Use Planner

City Council Work Session, August 27, 2024

# Issue

- 42% of Black households in Washington state have zero net worth
- Homeownership rate in Thurston County for white, non-Hispanic households is 69%, while the homeownership rate for Black households is 45%



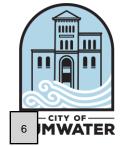
Thurston County- Data provided by iEmergent, HOUSING AND HOMEOWNERSHIP: THURSTON COUNTY, WA

INWATER

# What is the Black Home Initiative?

The Black Home Initiative is a new regional effort that seeks to target the racial inequities at the core of the housing ecosystem to increase homeownership among Black households

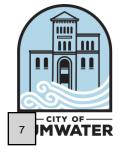
- Goal: 1,500 new low- and moderate-income Black households by 2027
- Over 100 entities have signed partner pledges to participate in the network
- 7-point plan: marketing and outreach, pre/post-purchase counseling, purchase supports and tools, credit and lending, housing production, policies and practices and sustaining existing homeowners



• Helped develop the Covenant Homeownership Program

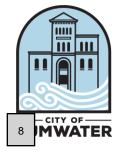
# **Current Meetings**

- Small local group of stakeholders have met regularly since April
- Participants include:
  - Financial institutions (WSECU and Olympia Federal Savings)
  - Real estate industry representative (Thurston County Realtors' Association)
  - Nonprofit organizations (Habitat for Humanity, Thurston Housing Land Trust, Thurston Asset Building Coalition, Northwest Cooperative Development Center)
  - Jurisdictions (Thurston County, Cities of Olympia, Tumwater, Lacey, and Yelm)
- Representative from Black Home Initiative has joined most of the meetings to provide information and answer questions



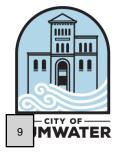
# **Opportunity to join BHI**

- Partnership or expansion of the Black Home Initiative network to include Thurston County in the geographic focus area
- Connect with existing project teams who have been working on these issues for the past 3+ years
- Collaborate with organizations that have a statewide presence
- Potential for facilitation and administrative support available to our local group if Thurston County joins
- Partner Pledge through the Regional Housing Council no specific time or financial commitment



# Alignment with RHC & jurisdictional work plans

- Housing Action Plans
- Assessment of Fair Housing identifies increasing BIPOC access to homeownership as a key goal for our region
- Recent Regional Housing Council efforts to increase communication with the community and advocate for statewide policies and funding
- 2025 Comprehensive Plan update and the Housing Element



# **Discussion**

- Support Partner Pledge with Black Home Initiative through the Regional Housing Council
- Determine level of City involvement



• Regional Housing Council meeting August 28, 2024



## Black Home Initiative

NETWORK

## **NETWORK PARTNER PLEDGE**

## What is Black Home Initiative (BHI)?

The primary purpose of **Black Home Initiative (BHI)** is to increase the number of BIPOC households who successfully secure homeownership. The ultimate impact we aspire to is the reduction of inequity and an increase in intergenerational household wealth. Our initial emphasis, and our shared priority, is on Black households; within five years, the goal is to make the opportunity to own a home, and the potential benefits of that asset, available to 1,500 new low- and moderate-income Black homeowners in South Seattle, South King County, and North Pierce County. The initiative will concurrently focus on the essential work of clearly defining, and transforming, the systems that have impeded access to homeownership for Black households in our area.

## Why is BHI Needed?

The racial wealth gap in our area is substantial. This gap is a direct consequence of barriers erected by historical structural racism and by current institutional policies and practices that perpetuate, and build on, that history. This persistently discriminatory framework suppresses both the economic vitality of communities and the generational wealth-building of households of color.<sup>1</sup> Approximately 42% of Black households in Washington state have zero net worth, compared to 14% of white households.<sup>2</sup> This disparity is influenced by the stark statewide difference in Black-white homeownership rates: while rising costs have made purchasing a home a challenge for many people in our state and region, the goal is even less attainable for Black households. Recent data estimate a 22% rate of homeownership among Black households in Seattle, less than half the 49% rate among white households, and a 32% rate among Black households in Tacoma, compared to a 60% rate among white households.<sup>3</sup>

## Why is a BHI Network Needed?

**Because we are stronger together.** The BHI Network Partner Pledge has been signed by nearly 100 entities. All agree: Making BHI's shared priority a reality requires change in many aspects of several intersecting systems. This involves the biggest-picture principles, the most detailed metrics, and the large, complex web of policies and practices in between. No single organization, no matter how determined or well-resourced, can do it alone. This "Shared Priority" needs an approach that breaks with traditional ways of approaching affordable homeownership.

### Breakthrough success will only come from doing these three things:

- 1. Bringing together and unifying those who make decisions for, and carry out the work of, many relevant sectors,
- 2. Elevating the voices of community members impacted by that work, and
- 3. Combining the depth and breadth of their diverse experience, expertise, tools, resources, and commitment...

- 1. Increasing the supply of ownership homes available to purchase in South Seattle, South King County, and North Pierce County.
- Supporting LMI Black households who want to buy a home, helping them complete the process and obtain an appropriate mortgage.
- 3. Overcoming the existing fragmented "housing ecosystem" of public, private, and nonprofit organizations (to view BHI's Issue Tree, click <u>here</u>, then scroll down to "The Approach" and click on "Learn More").

This is a *shared* priority. So, the key will be shifting our mindset away from working as bright but separate stars and towards working like a highly connected constellation. By aligning ourselves in a network, our joint impact can be far greater than the sum of our individual efforts. If our intent is to increase affordable housing supply, prepare Black homebuyers for their journey, support them along the way, and facilitate their ability to live out their homeownership dreams, then our target is systemic change that rights the wrongs of the past and the present and ensures equitable access to opportunity in the future. Impact networks offer us the power and the pathway we need to achieve that kind of fundamental and lasting transformation.

## **BHI Network Partner Principles**

| We strive to right the wrongs of past discriminatory practices and commit to a focus on doing all we can to<br>ensure Black homebuyers get an opportunity to purchase homes.  |
|---|
| We understand that the complexity of this issue dictates that we work together at new levels of collaboration,<br>embracing a mindset that overcomes the fear of competition for scarce resources.  |
| We fully engage in this work, wholeheartedly and with urgency, drawing on the breadth and depth of each<br>of our partner organizations and their respective strengths.<br>We engage in this work because we truly believe it must be done. |
| We embrace the power and hope of trust. While we prefer to know and define every detail about the work, we understand that there will be ambiguity as we name, and endeavor to carry out, the adaptive work before us.                      |

## "Gets": What Does the BHI Network Offer Its Partners?

- 1. New **relationships** with organizations and individuals that carry the potential for mission alignments and reciprocal benefits.
- 2. Connections to Black homebuyers who could potentially purchase homes through coordinated identification and preparation efforts.
- 3. Access to shared support services, such as marketing, communications, and resource development.
- 4. Coordination of policy analysis, policy formulation, and advocacy mobilization.
- 5. Promising practices sourced from both local network partners and other national 3C sites.
- 6. Technical assistance and peer assists.
- 7. Potential connection to and/or access to financing resources for capacity building, outreach to buyers, predevelopment, and construction of affordable homes.
- 8. Alignment and affinity with a broad, diverse network of organizations focused on this critical societal issue.

## "Gives": What Can Partners Offer the BHI Network?

Partners strengthen the network by demonstrating commitment to the shared priority, by their sustained participation in refining the shared priority, by living out the principles stated above, and by possibilities such as:

- 1. **Spreading the word** about BHI using their organizational platforms (e.g., newsletters, website news/blogs, social media, presentations, and events).
- 2. Facilitating the ability of their staff and volunteers to participate in BHI project teams and design teams and recognizing them for doing so.
- **3.** Encouraging constituents to take action in support of policy and advocacy efforts appropriate for their organization.
- 4. Bringing awareness of BHI to donors and investors with potential for substantial interest and contribution, providing them opportunities for helping *both* their organization *and* the broader network.
- 5. Remaining alert to promising practices, doing what they can to share them with BHI Network partners.
- 6. Engaging in marketing and outreach to potential homebuyers as applicable.
- 7. Providing technical assistance to other partners through peer assistance and support.
- 8. **Reporting frequently** on the network contributions they are making.

The mission of BHI Network partners has always been to increase BIPOC homeownership by increasing partner capacity without necessarily growing their organizations. Ultimately, all BHI Network partners can articulate the overall impact of BHI and the ways in which the impact network has contributed to achieving BHI's shared priority. We acknowledge that, due to their constituents or broad coalitions, BHI Network partners may not be able to endorse every policy position that the initiative explores and/or pursues. We want partners to feel comfortable being transparent about the limitations they have. Endorsement for major policies happens on a case-by-case basis coordinated by the advocacy organization leading it.

Questions? Please feel free to reach out to any of the following BHI Core Team members:

Andrea Caupain <u>andrea@andreacaupain.com</u> Anna Boone <u>annabo@zillowgroup.com</u> Darryl Smith <u>darryl@homesightwa.org</u> Felicia Medlen <u>fmedlen@cityoftacoma.org</u> Gordon McHenry, Jr. <u>gmchenryjr@uwkc.org</u> Gregory Davis <u>gregory@rbactioncoalition.org</u> Lauren McGowan <u>Imcgowan@lisc.org</u> Michael Brown <u>m.brown@civic-commons.org</u> Michelle Merriweather <u>mmerriweather@urbanleague.org</u> Nicole Bascomb-Green <u>nicolebascombgre@umpquabank.com</u>

## **Ready to Become a BHI Network Partner?**

Please reach out to BHI project manager Marty Kooistra <u>m.kooistra@civic-commons.org</u>. As part of the conversation, he will connect you with communications staff who can give you directions for sharing your logo file(s).

## Sources

- Logani, I. (2022). The racial wealth gap is the housing gap. State of Washington, Office of Lieutenant Governor. Retrieved January 7, 2023 from <u>https://www.ltgov.wa.gov/2021-housing-report</u>
- 2. Challenge Seattle and Boston Consulting Group (BCG). (2023, January). *The conspicuous crisis: Addressing housing affordability in Washington*. Retrieved January 7, 2023 from <u>https://www.challengeseattle.com</u>
- U.S. Census, American Community Survey (2021 PUMS data set). Retrieved from scorecard.prosperitynow.org/ reports#report-data-table



# Increasing Black Homeownership in the Puget Sound Region

Initial Plan 2021 by Seven Focus Areas BLACK HOMEOWNERSHIP INITIATIVE



he Puget Sound region is known for its innovation and has become a center for technology. While there is prosperity for many, there are also significant contrasting challenges for many others. Study after study and community voice have made it clear, people of color cannot access equitable pathways to opportunity, including intergenerational wealth creation, due to systemically racist policies and practices. In many respects, the inequities are stark.

Aligning interests and resources that focus on equity, infrastructure development, housing production and preservation, and underwriting and lending could lead to doubling the Black homeownership rate in the next couple of decades. This is what compels all the organizations involved in this initiative to build an impact network and help formulate this plan.



## THE FOLLOWING PAGES CONTAIN:

| A list of the organizations and associations that have spent the last six months working on this draft plan             |
|---|
| A brief description of each of the seven plan focus areas   |
| A breakdown of preliminary strategic priorities and strategies by focus areas (those bolded are the greatest priority)5 |

## THIS EFFORT IS BEING LED IN PARTNERSHIP WITH THE FOLLOWING ORGANIZATIONS:















HOUSING DEVELOPMENT consortium











Washington Homeownership Resource Center





The organizations listed support the objective of increasing and sustaining Black homeownership in the Puget Sound. We will approach this work as a network where no one organization or no single aspect of this seven-point plan will be sufficient for our success. The network will collectively work to refine this plan and welcome more collaborating partners, while constantly benchmarking and cataloging similar work being done elsewhere that can be applicable here.

Supporters listed may not be in position with their broad coalitions to endorse every policy position that the initiative explores. Policy endorsement happens on a case-by-case basis coordinated by the advocacy organization leading it.

## THE SEVEN FOCUS AREAS:

The challenge of doubling the Black homeownership rate in the next two decades in the four-county region of King, Kitsap, Pierce, and Snohomish Counties could be expressed most simply as one of supply and demand. Unfortunately, this oversimplifies the complexity of what needs to be changed and amplified if we are to succeed. We have chosen rather to create a network that will focus on seven focus areas:

## **1. MARKETING & OUTREACH:**

To overcome many years of discriminatory practices and negative experiences attached to becoming homeowners, we need to create proactive approaches to marketing. This includes strategies to create coordinated systems for intake and deploying "trusted brokers" who interface with community and provide credibility, assurance, and encouragement to Black households who could potentially become homeowners.



## 2. PRE-/POST-PURCHASE COUNSELING:

Overcoming many barriers—including student loan debt, credit history and score, and limited information—dictates new strategies in pre-purchase counseling. Credit-building support and special efforts to encourage those previously denied a loan are essential. Post-purchase counseling can help even out the volatility of income and expenses.

## **3. PURCHASE SUPPORTS & TOOLS:**

Strategies to create ample down payment assistance (DPA) programs scaled across various incomes are essential. The use of additional tools like homebuyer clubs to provide encouragement and debt remediation funds to help address debt incurred from life events are other examples of strategies in this focus area.



## 4. CREDIT & LENDING:

Innovation strategies in mortgage credit scoring and mortgage products are necessary. Having underwriters that are context responsive is also key. We need systems to track and support those who are not immediately mortgage-ready so that we encourage potential buyers with "not yet" rather than "no" and provide trajectories to "yes".

## 5. HOUSING PRODUCTION: All the efforts around identifying and

All the efforts around identifying and preparing buyers will be vulnerable to failure unless we find ways to increase the supply of affordable homes available for purchase. To overcome the challenges of a hot market we need new and expansive predevelopment and construction financing resources. We need intentional land identification and acquisition strategies and new partnerships between non- and for-profit developers. We also need to leverage different forms of conveyance using community land trusts, sweat equity models, and cooperatives, combined with multi-unit structures.



## 6. POLICIES & PRACTICES:

This area includes policy changes and consumer protections at the federal, state, and local levels to overcome past discriminatory practices and pave the way for a focus on Black households. The reforms are wide-ranging in the areas of lending and real estate.

## **7. SUSTAINING EXISTING OWNERS:**

Strategies to ensure existing homeowners retain ownership of their homes and equitably benefit from homeownership as a wealth-building tool. These strategies include foreclosure prevention, property tax reduction, home repair assistance, detached accessory dwelling units, and more, and are essential to the initiative's success.

| Increasing Black Homeownership in the Puget Sound Region ©2021 Black Homeownership Initiative

| 1. MARKETING &<br>OUTREACH  | 2. PRE-/POST-<br>PURCHASE<br>COUNSELING   | 3. PURCHASE<br>SUPPORTS &<br>TOOLS   | 4. CREDIT<br>& LENDING   | 5. HOUSING<br>PRODUCTION   | 6. POLICIES<br>& PRACTICES  | 7. SUSTAINING<br>EXISTING OWNERS  |
|---|---|--|--|--|---|---|
| IA. Connect with<br>the Black population<br>including the<br>diaspora to ascertain<br>interest in<br>homeownership and<br>proactively share<br>potential<br>opportunities | <b>2A.</b> Develop new—<br>and grow existing—<br>comprehensive<br>programs tailored<br>for ready, near-<br>ready and long-<br>term-ready<br>homebuyers                            | <b>3A.</b> Create an array<br>of buyer readiness<br>tools and resources<br>to complement pre-<br>purchase counseling<br>programs | <b>4A.</b> Modify<br>underwriting and<br>lending practices to<br>expand access to<br>appropriate and<br>affordable loans and<br>address any systemic<br>discrimination | <b>5A.</b> Build sector<br>capacity to increase<br>and sustain scaled<br>delivery of homes   | <b>6A.</b> Enact zoning<br>and regulatory<br>reform policies that<br>meaningfully increase<br>supply and access to<br>affordable entry-<br>level, and market-<br>rate homes for first-<br>time homebuyers | <b>7A.</b> Proactively<br>make<br>comprehensive post-<br>purchase education,<br>counseling,<br>foreclosure<br>prevention and<br>repair resources<br>widely and readily<br>available |
|   | <b>2B.</b> Expand program<br>effectiveness<br>through a network<br>of partnerships<br>among agencies,<br>lenders and real<br>estate agents that<br>elevates<br>homeownership as a | <b>3B.</b> Expand access<br>to, and amount of,<br>down payment<br>assistance funding<br>available                                |  | <b>5B.</b> Launch a comprehensive land identification, mapping, and acquisition initiative   | <b>6B.</b> Substantially<br>increase tools that<br>capture land value<br>through acquisition<br>and assemblage to<br>preserve<br>affordability and<br>stave off<br>displacement                           | <b>7B.</b> Ensure<br>programs and<br>services don't<br>perpetuate or<br>increase disparities  |
|   | process not an event  |  |  | <b>5C.</b> Scale the<br>production and<br>sustain the inventory<br>of a healthy mix of<br>for- sale home types,<br>sizes, and prices | <b>6C.</b> Coordinate<br>efforts to address<br>regulations and<br>practices that<br>unnecessarily<br>impede development<br>of, and prevent<br>access to,<br>homeownership<br>opportunities                |   |
|   |   |  |  | <b>5D.</b> Create new and significant predevelopment and construction capital  | <b>6D.</b> Expand public grants that finance affordable home construction to create sustainable homeownership opportunities   |   |

| STRATEGIC<br>OBJECTIVES   | STRATEGIES FOR THE NEXT 1-2 YEARS   | LONGER-TERM STRATEGIES<br>(OPTIONAL)  |
|---|---|---|
| IA. Connect with the<br>Black population<br>including the diaspora<br>to ascertain interest in<br>homeownership and<br>proactively share<br>potential opportunities | IAI. Create a network of community-based organizations, faith, community leaders etc., to facilitate trusted connections with community members for ongoing two-way communication | <b>IA6.</b> Create and incentive a program for new buyers to refer family and friends to pre- |
|   | IA2. Work with trusted brokers to develop outreach tools and tactics specifically tailored to, and appropriate for, the Black population  | purchase programs IA7. Develop curriculum for   |
|   | IA3. Implement affirmative marketing and outreach strategies presenting a full spectrum of homeownership products, services, and providers and track activities and outcomes      | high school students to learn<br>about the potential and process<br>of homeownership          |
|   | <b>IA4.</b> Update and promote an expanded definition of First Time Homebuyer (FTHB) to help with uptake of FTHB programs   |   |
|   | <b>IA5.</b> Ensure tracking mechanisms are in place to follow interested households from first-time homebuyer classes such as the those sponsored by the WSHFC                    |   |

## Focus Area 2: Pre-/Post-Purchase Counseling

| STRATEGIC<br>OBJECTIVES  | STRATEGIES FOR THE NEXT 1-2 YEARS  | LONGER-TERM STRATEGIES<br>(OPTIONAL)  |
|--|--|---|
| <b>2A.</b> Develop new—<br>and grow existing—<br>comprehensive<br>programs tailored for<br>ready, near-ready and<br>long-term-ready<br>homebuyers                        | 2A1. Develop a system of intake and assessment that helps triage interested buyers<br>and provides them with a tailored plan for readiness and complete an online portal<br>for coordinated intake and assessment  |   |
|  | <b>2A2.</b> Provide one-on-one housing counseling and seek to cultivate long term relationships, increasing the number of counselors to implement  |   |
|  | <b>2A3.</b> Utilize tools to support buyers with longer term purchase timelines such as through Homebuyer Clubs and individual development accounts (IDAs)   |   |
| <b>2B.</b> Expand<br>effectiveness through a<br>network of<br>partnerships among<br>agencies and lenders<br>that elevates<br>homeownership as a<br>process, not an event | <ul> <li>2B1. Cultivate a wider ecosystem of collaboration between partners (i.e. formal sector lenders, financial institutions, and real estate agents), creating a network of trusted brokers that understands the array of credit, debt remediation programs and how to refer denied applicants to resources and alternative homeownership programs</li> <li>2B2. Develop a cohesive pathway for applicants from the time of interest/intake to move in/occupancy that has seamless handoffs of deferring and referring to appropriate programs like credit and debt remediation</li> </ul> | <b>2B3.</b> To the degree possible,<br>standardize loan applications and<br>required additional materials to<br>simplify counseling efforts |

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|                          | Focus Area 3: Pl   | ocus Area 3: Purchase Supports & Tools   |   |  |  |
|--------------------------|--|--|---|--|--|
|                          | STRATEGIC<br>OBJECTIVES  | STRATEGIES FOR THE NEXT 1-2 YEARS  | LONGER-TERM STRATEGIES<br>(OPTIONAL)  |  |  |
| buyer<br>and re<br>compl | <b>3A.</b> Create an array of buyer-readiness tools  | <b>3A1.</b> Develop and expand use of "homebuyer clubs" and incentive savings programs such as individual development accounts (IDAs)  | <b>3A5.</b> Incentivize positive relationships. For example, by offering a reduction on the mortgage insurance premium if the owner can demonstrate a sustained relationship with a financial adviser |  |  |
|                          | and resources to<br>complement pre-<br>purchase counseling   | 3A2. Design and implement a debt remediation revolving loan fund that can be used to take out excessive debt that ensues from life events  |   |  |  |
|                          | programs   | 202 Expand and maintain a control non-aitamy fay all down normant assistance and   |   |  |  |
|                          |  | <b>3A4.</b> Create partnerships with credit counseling agencies to deliver context-responsive credit counseling and remediation  |   |  |  |
|                          | <b>3B.</b> Expand access to,<br>and amount of, down<br>payment assistance<br>(DPA) funding available | <ul> <li>3B1. Increase the amount of DPA available for more low- and moderate-income households from a variety of sources including private and philanthropic initiatives</li> <li>3B2. Increase the number of financial institutions that provide and allow use of DPA</li> </ul> |   |  |  |

## Focus Area 4: Credit & Lending

| STRATEGIC<br>OBJECTIVES  | STRATEGIES FOR THE NEXT 1-2 YEARS   | LONGER-TERM STRATEGIES<br>(OPTIONAL)  |
|--|---|---|
| <b>4A.</b> Modify<br>underwriting and<br>lending practices to<br>expand access to<br>appropriate and<br>affordable loans and<br>address any systemic<br>discrimination | <ul> <li>4A1. Standardize underwriting guidelines and provide uniform income and acquisition limits for increased DPA utilization</li> <li>4A2. Increase training for lending partners on how to use DPA products</li> <li>4A3. Expand the number of community-based lending professionals using down payment assistance that allow third-party subordinate liens</li> <li>4A4. Use direct interventions like special purpose credit programs (SPCP) and social investment pools</li> </ul> | <ul> <li>4A5. Address and correct systemic discriminatory practices in lending, credit scoring, appraisals, etc.</li> <li>4A6. Provide an incentive for sellers to accept DPA buyers, such as through excise tax exemptions or other options</li> </ul> |

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## Focus Area 5: Housing Production

| STRATEGIC<br>OBJECTIVES  | STRATEGIES FOR THE NEXT 1-2 YEARS  | LONGER-TERM STRATEGIES<br>(OPTIONAL)   |
|--|--|--|
| <b>5A.</b> Build sector<br>capacity to increase<br>and sustain scaled<br>delivery of homes                           | <ul> <li>5A1. Secure new resources for pre-development, operations, and staffing capacity of community-based and community-facing nonprofit organizations</li> <li>5A2. Develop and deliver comprehensive training and technical assistance for all homeownership sector partners, including funders, lenders, and developers</li> </ul>   | <b>5A3.</b> Publish a compendium of all available resources for operations and capital   |
| <b>5B.</b> Launch a comprehensive land identification, mapping, and acquisition initiative                           | <ul> <li>5B1. Secure due diligence on all potential underutilized and surplus public and faith owned lands and acquire when feasible</li> <li>5B2. Accelerate the use of community ownership models in partnership with community-based organizations and coalitions</li> <li>5B3. Boost the capability of existing land acquisition funds, including the WSHFC Land Acquisition Program (LAP), to increase capacity for acquisition and to foster a predictable pipeline for public capital funding planning</li> </ul> | <b>5B4.</b> Evaluate promising<br>practices of programs that use<br>expiring tax credit properties<br>and their related policies, as well<br>as public housing, for conversion<br>to homeownership                                     |
| <b>5C.</b> Scale the production and sustain the inventory of a healthy mix of for-sale home types, sizes, and prices | <ul> <li>5C1. Encourage the continued increased investment of public subsidy—in the form of equity—in affordable homeownership</li> <li>5C2. Broaden the use of creative methods of affordable homeownership such as shared equity, limited equity and other cooperatives, lease purchase, ADUs</li> <li>5C3. Expand use of turnkey and joint venture production with private developers and general contractors</li> </ul>  | <ul> <li>5C4. Weave partnerships that diversify the full production chain for Black business wealth creation</li> <li>5C5. Develop mixed income development models that allow for creative use of subsidy</li> </ul>                   |
| <b>5D.</b> Create new and significant pre-<br>development and construction capital                                   | <ul> <li>5D1. Create a construction financing resource specifically for homeownership with below market terms that is backed with social impact investment</li> <li>5D2. Work with LISC/Enterprise to create a new tailored homeownership predevelopment fund using philanthropic and other funds and make revolving as appropriate</li> <li>5D3. Leverage existing Community Development Entity (CDE) relationships to access additional New Market Tax Credit (NMTC) financing</li> </ul>                              | <ul> <li><b>5D6.</b> Consider developing a new local CDE specifically to focus on this opportunity</li> <li><b>5D7.</b> Develop a WA state New Market Tax Credit program that permits homeownership real estate development</li> </ul> |
|  | <ul> <li>5D4. Investigate the use of FHLB system Community Investment Program (CIP) or Affordable Housing Program (AHP) set asides</li> <li>5D5. Explore models and mechanisms that leverage Community Reinvestment Act (CRA) investments and contributions from philanthropy</li> </ul>   |  |

## Focus Area 6: Policies & Practices

| STRATEGIC<br>OBJECTIVES   | STRATEGIES FOR THE NEXT 1-2 YEARS   | LONGER-TERM STRATEGIES<br>(OPTIONAL)  |
|---|---|---|
| <b>6A.</b> Enact zoning and regulatory reform policies that meaningfully increase   | 6A1. Enact a robust state zoning reform bill that expands the ability of property<br>owners to build certain housing types, like multiplex housing options in residential<br>zones to increase choices with comprehensive tools that include ADU condos, fee<br>simple ADUs for affordable homeownership. As part of any zoning bill, include | <b>6A5.</b> At the local level, eliminate side yard setbacks to incentivize the development of missing middle housing |
| supply and access to affordable entry-level   | financial and regulatory incentives through shared equity programs such the community land trust model, limited equity co-ops, etc.   | <b>6A6.</b> Dramatically reduce or waive minimum lot sizes to allow   |
| and market-rate<br>homes for first-time<br>homebuyers   | 6A2. At the local level, limit Design Review to allow for shorter time and more predictability and create a threshold for any design review at 20 units or more   | for subdivision of lots for fee<br>simple ownership of DADUs  |
|   | 6A3. At the state level, reform and reduce the maximum lot size of R6 (7200sf) in historically suburban communities   | <b>6A7.</b> Eliminate the prohibition on DADU condominium sales   |
|   | <b>6A4.</b> Encourage jurisdictions to work with impacted communities to co-create sensitive and tangible reparative measures as part of the major update to their Comprehensive Plans  | <b>6A8.</b> Adopt fee simple townhomes code legislation at the local level  |
| <b>6B.</b> Substantially increase tools that  | 6B1. Prioritize preserving multi-family residential housing to create condo and cooperative ownership opportunities   |   |
| capture land value<br>through acquisition<br>and assemblage to<br>preserve affordability<br>and stave off<br>displacement | 6B2. Enact Housing Benefit District legislation (HB 1128) giving authority to counties<br>and cities to an HBD for affordable low- and middle-income housing projects and<br>specify homeownership minimum threshold with AMI targets   |   |
|   | 6B3. Expand the use of tools such as affirmative marketing, disparities studies and community preference policy for subsidized ownership units  |   |

## Focus Area 6: Policies & Practices (Continued)

| STRATEGIC<br>OBJECTIVES   | STRATEGIES FOR THE NEXT 1-2 YEARS  | LONGER-TERM STRATEGIES<br>(OPTIONAL)  |  |
|---|--|---|--|
| <b>6C.</b> Coordinate<br>efforts to address<br>regulations and<br>practices that<br>unnecessarily impede<br>development of, and<br>prevent access to,<br>homeownership<br>opportunities | To increase/support buyers:  | 6C5. Support savings programs   |  |
|   | 6C1. Adopt an anti-displacement property tax exemption (PTE) which would apply to the state property tax levy and may exempt up to the first \$250,000 assessed value of qualified residential property  | for tenants in publicly funded<br>housing to increase moving to<br>homeownership  |  |
|   | 6C2. Continue the stimulus and relief efforts for homeowners and buyers that began<br>with the wake of the COVID-19 pandemic to advance foreclosure prevention<br>strategies and better leverage existing programs such as the home repair loan and<br>weatherization programs | <b>6C6.</b> Convene stakeholders to determine the legislative solution or adaptive practices to support condominium liability reform and increase supply of ownership |  |
|   | 6C3. Adopt a State Tenants Opportunity to Purchase Act combined with financing and technical support   | condominium and cooperative<br>housing  |  |
|   | To increase housing supply:  | 6C7. Reform parking   |  |
|   | 6C4. At state and local level, streamline and enforce a time limit for the permitting process to address housing production obstructionism and to expedite homeownership creation permitting process/fees  | minimum/requirements  |  |
| <b>6D.</b> Expand public grants that finance affordable home  | 6DI.* Remove the Housing Trust Fund and funding sources' award size cap and per<br>home limits for affordable homeownership projects, in order to scale and increase the<br>supply of income-appropriate permanently affordable homes  | <b>6D6.</b> Modify federal funding sources and selection criteria for down payment assistance to  |  |
| construction to create sustainable  | 6D2.* Increase funding for the State Housing Trust Fund at a historically high level   | accommodate high-cost markets   |  |
| homeownership<br>opportunities  | and establish a permanent funding source for the HTF<br>6D3.* Increase public subsidy at the local jurisdictional level to support the   | <b>6D7.</b> Ensure the inclusion of affordable homeownership in   |  |
|   | development of affordable homeownership  | local new revenue   |  |
|   | 6D4.* Increase funding support to build the capacity of nonprofit sector organizations to scale Black homeownership opportunities  | <b>6D8.</b> Explore the potential of a WA state Housing Choice Voucher program for BIPOC  |  |
|   | <b>6D5.</b> At the federal level, restructure the Mortgage Interest Deduction as a tax credit to make it more accessible to low-income homeowners, including Black homeowners  | homeownership   |  |
| *Denotes a strategy that may also appear in another Focus Area  |  |   |  |

| Eacus Araa | 7: Sustaining | Evicting | OWDORC  |
|------------|---------------|----------|---------|
| FUCUS Alea | 7. JUSLAHIII  | EXISLINE | UVVIEIS |
|            |               |          |         |

| STRATEGIC<br>OBJECTIVES                                      | STRATEGIES FOR THE NEXT 1-2 YEARS   | LONGER-TERM STRATEGIES<br>(OPTIONAL)   |  |  |
|--|---|--|--|--|
| <b>7A.</b> Make comprehensive post-purchase education,       | 7A1. Proactively reach out to Black homeowners and offer foreclosure prevention services and seek opportunities for outreach and marketing with utilities and public assistance as channels   |  |  |  |
| counseling, and<br>resources widely and<br>readily available | 7A2. Ensure there is adequate funding for all facets of foreclosure prevention programs   |  |  |  |
| readily available  | <b>7A3.</b> Increase widespread awareness by lending and real estate professionals about post-purchase education opportunities and resources  |  |  |  |
|  | <b>7A4.</b> Establish a continuous relationship between homebuyers and housing counselors that endures post-closing to ensure homeowners have a known, trusted source for advice and assistance during their homeownership tenure                 |  |  |  |
|  | <b>7A5.</b> Build relationships with loan officers and other operations staff, not just CRA officers; and partner with lenders to provide information to customers facing difficulties, by using a variety of media/channels to avert foreclosure |  |  |  |
| <b>7B.</b> Ensure programs and services are                  | 7B1. Whenever possible, intervene early before a challenge becomes an irredeemable crisis   | <b>7B6</b> . Identify programs and partners that can support Black                     |  |  |
| context-responsive<br>and don't perpetuate                   | 7B2. Lower barriers to assistance and, when necessary, modify program criteria  | led agencies and Black owned businesses that provide services                          |  |  |
| or increase disparities                                      | <b>7B3.</b> Provide program assistance (i.e., foreclosure, weatherization, owner-occupied repairs) that does not encumber properties—providing grants instead of loans and eliminate liens  | across the spectrum and<br>ecosystem   |  |  |
|  | <b>7B4.</b> Remove counterproductive prohibitions to receiving assistance such as applicants having small cash savings/buffers  | <b>7B7.</b> Explore creation of a statewide program for                                |  |  |
|  | <b>7B5.</b> Remove fragmented program requirements so they can be universally applicable across geographies   | homeowner assistance (i.e.,<br>foreclosure, weatherization,<br>owner-occupied repairs) |  |  |

## Practices From Elsewhere yet to be Evaluated for Applicability:

- Explore the use of "Baby Bonds" and Child Savings Accounts (CSAs) as tools to help build wealth for future down payment
- Use learnings and incentives from the mortgage reserve accounts (MRAs) and Prosperity Now's HomeReserve Initiative to help build financial resiliency
- Create a Micro Mortgage Pilot with underwriting parameters that enable owners to leverage home equity to improve a deteriorating home and increase its value
- Expand the cadre of community-based loan officers using programs similar to the "Community Home Lending Advisors" of JP Morgan Chase

Attachment D







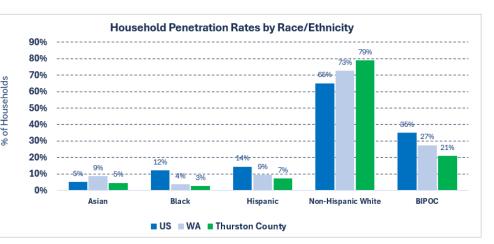
# HOUSING AND HOMEOWNERSHIP: THURSTON COUNTY, WA

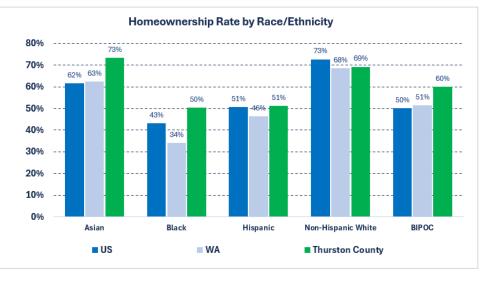
- Households & Homeownership
- 2023 HMDA: Purchase Applications & Originations
- 2023 HMDA: Fallout & Denial
- 2022-2028 Originations Activity & Forecast





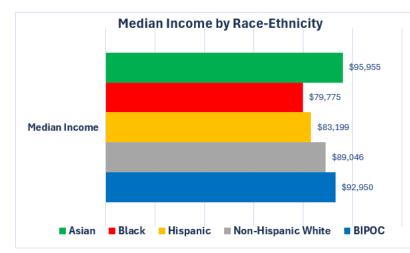
| Basic Demographics                    | WA            | Thurston County | Γ |
|---------------------------------------|---------------|-----------------|---|
| Population                            | 7,705,281     | 294,793         |   |
| Households                            | 2,979,272     | 115,695         |   |
| Homeownership Rate                    | <b>63.8</b> % | 67.3%           |   |
| Non-Hispanic White (NHW) Households   | 2,160,919     | 91,431          |   |
| NHW Homeownership Rate                | 68.5%         | 69.2%           |   |
| BIPOC Households                      | 818,353       | 24,264          |   |
| % BIPOC HH                            | 27.5%         | 21.0%           |   |
| BIPOC Homeownership Rate              | <b>51.4</b> % | 59.9%           |   |
| Asian Households                      | 256,290       | 5,347           |   |
| % Asian HH                            | 8.6%          | 4.6%            |   |
| Asian Homeownership Rate              | <b>62.5</b> % | 73.3%           |   |
| Black Households                      | 108,135       | 3,275           |   |
| % Black HH                            | 3.6%          | 2.8%            |   |
| Black Homeownership Rate              | 34.0%         | 50.4%           |   |
| Hispanic Households                   | 276,471       | 8,327           |   |
| % Hispanic HH                         | 9.3%          | 7.2%            |   |
| Hispanic Homeownership Rate           | <b>46.4</b> % | 51.2%           |   |
| Pacific Islander/Native HI Households | 14,790        | 1,028           |   |
| %PAC-HI                               | 0.5%          | 0.9%            |   |
| PAC/Household Homeownership Rate      | 34.0%         | 51.8%           |   |
| American Indian-Native AlaskanHH      | 30,087        | 1,047           |   |
| % AI-AN HH                            | 1.0%          | 0.9%            |   |
| AINA Homeowneship Rate                | <b>54.2</b> % | 60.9%           |   |
| Median Income                         | \$98,000      | \$89,725        |   |
| Median Home Value                     | \$542,741     | \$418,441       |   |
| Home Value to Income Ratio            | 5.5           | 4.7             |   |
| Median Rent                           | \$1,627       | \$1,522         |   |
| Housing Units                         | 3,216,243     | 121,682         |   |
| % Owner-Occupied                      | 59%           | 64%             |   |
| % Renter-Occupied                     | 34%           | 31%             |   |
| % Vacant                              | 7%            | 5%              |   |

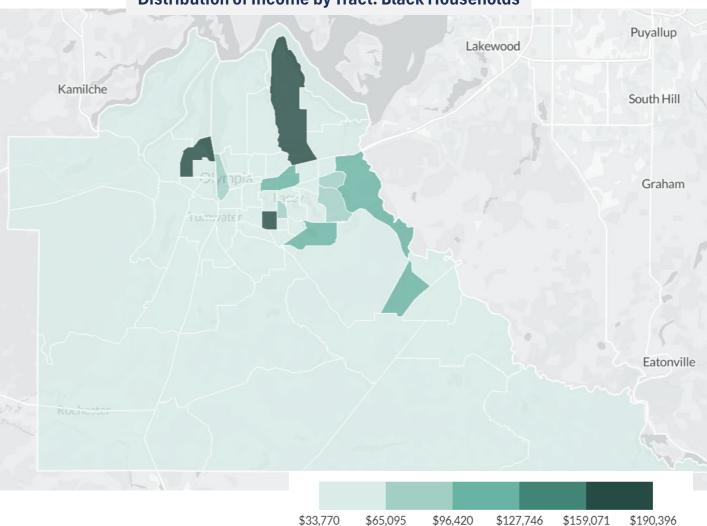






| Thurston County               |               |                    |  |  |  |  |  |  |  |  |
|-------------------------------|---------------|--------------------|--|--|--|--|--|--|--|--|
| Income Demographics           | Median Income | % of NHW<br>Income |  |  |  |  |  |  |  |  |
| All Households                | \$88,853      | 100%               |  |  |  |  |  |  |  |  |
| Asian Households              | \$95,955      | 108%               |  |  |  |  |  |  |  |  |
| Black Households              | \$79,775      | 90%                |  |  |  |  |  |  |  |  |
| Hispanic Households           | \$83,199      | 93%                |  |  |  |  |  |  |  |  |
| Non-Hispanic White Households | \$89,046      | 100%               |  |  |  |  |  |  |  |  |
| BIPOC Households              | \$92,950      | 104%               |  |  |  |  |  |  |  |  |





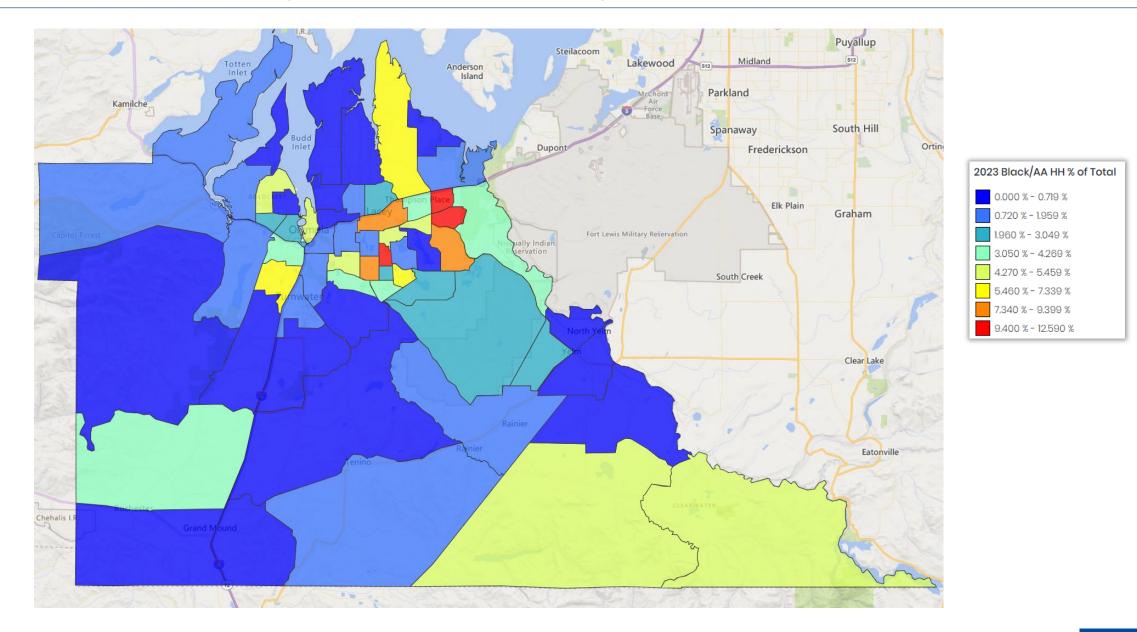
## **Distribution of Income by Tract: Black Households**

Source: 2022 American Community Survey 1-year Estimates

NOTE: A large # of Census Tracts in Thurston County did not have household income by race/ethnicity in the 2022 ACS; those tracts are symbolized with the very light teal in the map above.

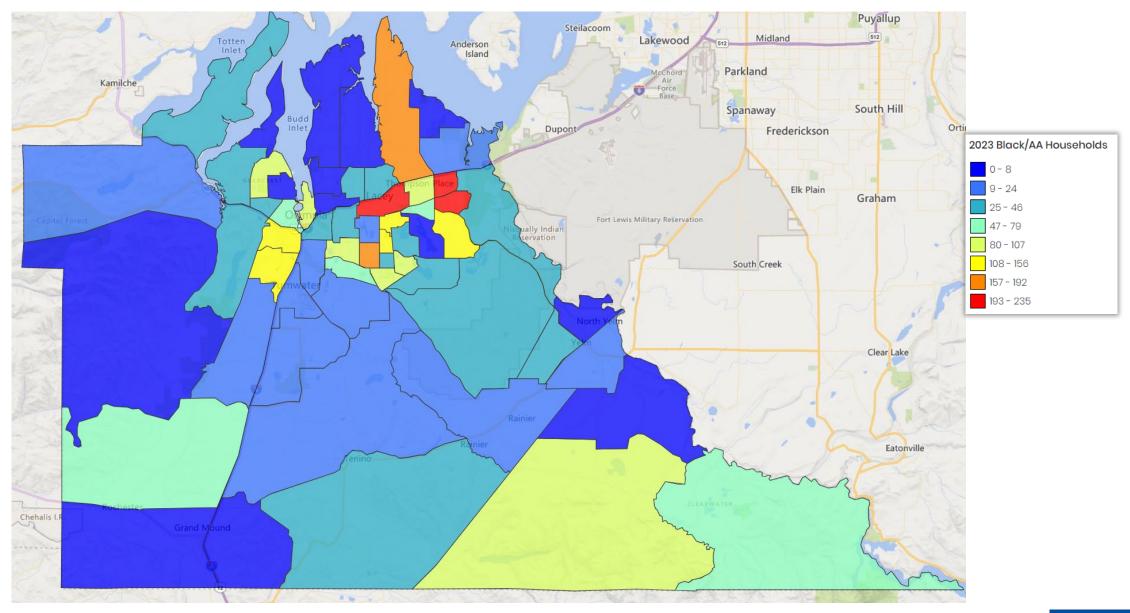


## lack HH % of Total Households by Census Tract – Thurston County, WA





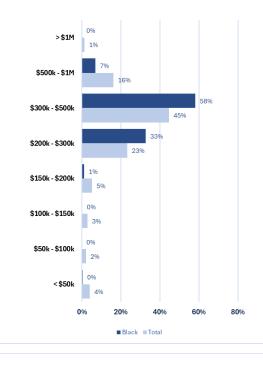
## <sup>*Item 3.*</sup> Ck Households by Census Tract: Thurston County, WA

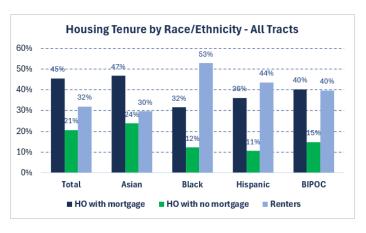


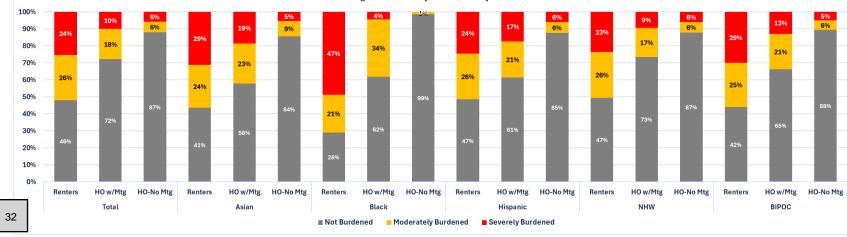


## <sup>Item 3.</sup> using Demographics: Thurston County, WA

Owner-Occupied Home Value - Black HHs vs. All

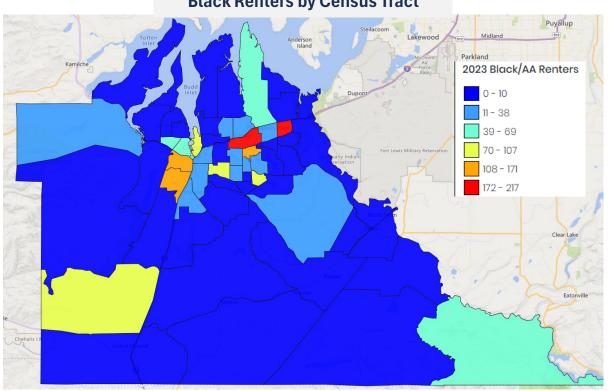




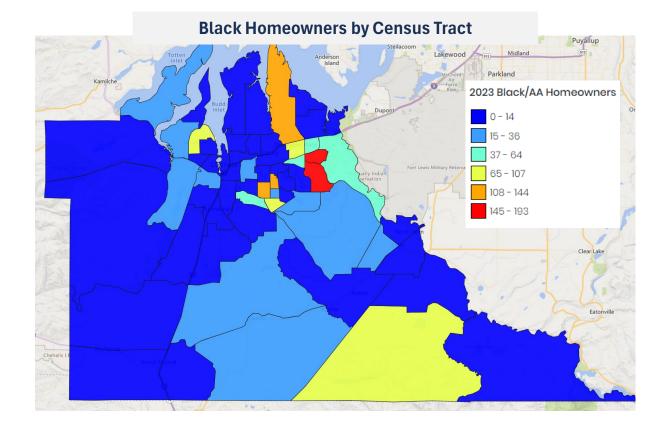


| Thurston County                 |             |               |  |  |  |  |  |  |  |
|---------------------------------|-------------|---------------|--|--|--|--|--|--|--|
| Housing Profile                 | All tracts  | % of HH       |  |  |  |  |  |  |  |
| Households                      | 115,695     |               |  |  |  |  |  |  |  |
| Housing Units                   | 121,682     |               |  |  |  |  |  |  |  |
| Vacant Units                    | 5,987       |               |  |  |  |  |  |  |  |
| % of Housing Units              | <b>5%</b>   |               |  |  |  |  |  |  |  |
| Owner-Occupied                  | 77,830      | <b>67.3</b> % |  |  |  |  |  |  |  |
| % of Housing Units              | <b>64</b> % |               |  |  |  |  |  |  |  |
| Renter-Occupied                 | 37,865      | 32.7%         |  |  |  |  |  |  |  |
| % of Housing Units              | <b>31</b> % |               |  |  |  |  |  |  |  |
| Homeowners with Mortgage        | 52,999      | 45.8%         |  |  |  |  |  |  |  |
| % of Homeowners                 | <b>68</b> % |               |  |  |  |  |  |  |  |
| Homeowners without Mortgage     | 24,831      | 21.5%         |  |  |  |  |  |  |  |
| % of Homeowners                 | <b>32</b> % |               |  |  |  |  |  |  |  |
| Median Income                   | \$89,725    |               |  |  |  |  |  |  |  |
| Median Home Value               | \$418,441   |               |  |  |  |  |  |  |  |
| Home Value to Income            | 4.66        |               |  |  |  |  |  |  |  |
| Median Rent (per month)         | \$1,522     |               |  |  |  |  |  |  |  |
| Housing Cost: HO w/Mtg (per mo  | \$2,110     |               |  |  |  |  |  |  |  |
| Housing Cost: HO-no Mtg (per mo | \$712       |               |  |  |  |  |  |  |  |
| Rent to Income %                | 20.4%       |               |  |  |  |  |  |  |  |
| Moderately-Housing-Cost Burde   | 20,177      | 17.4%         |  |  |  |  |  |  |  |
| Severely Housing-Cost-Burdene   | 16,903      | <b>14.6</b> % |  |  |  |  |  |  |  |



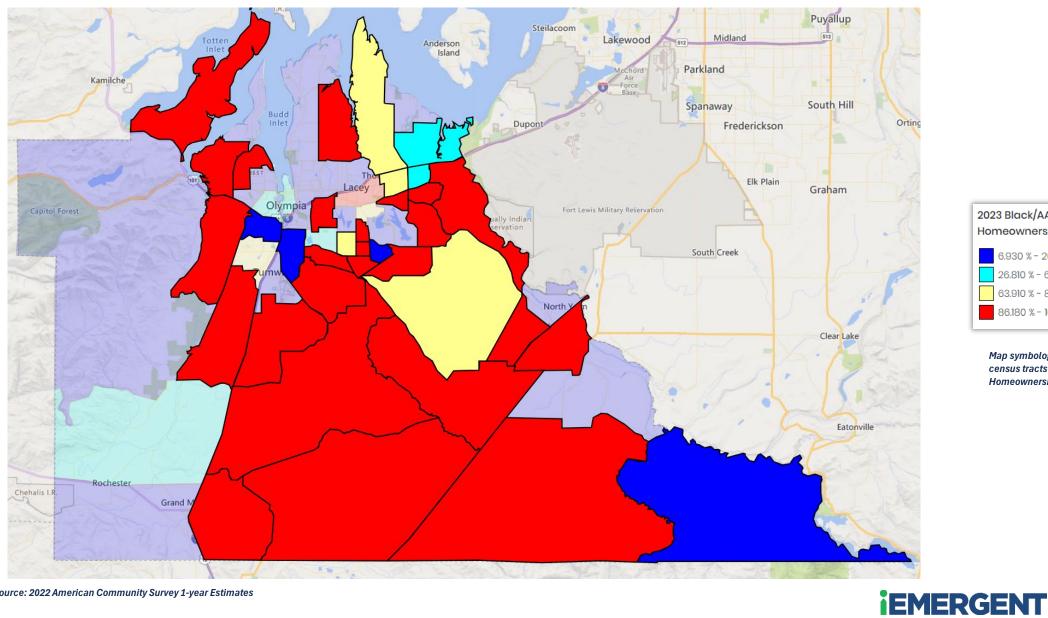


**Black Renters by Census Tract** 





## Jlack Homeownership Rate by Census Tract–2023 – Thurston County, WA

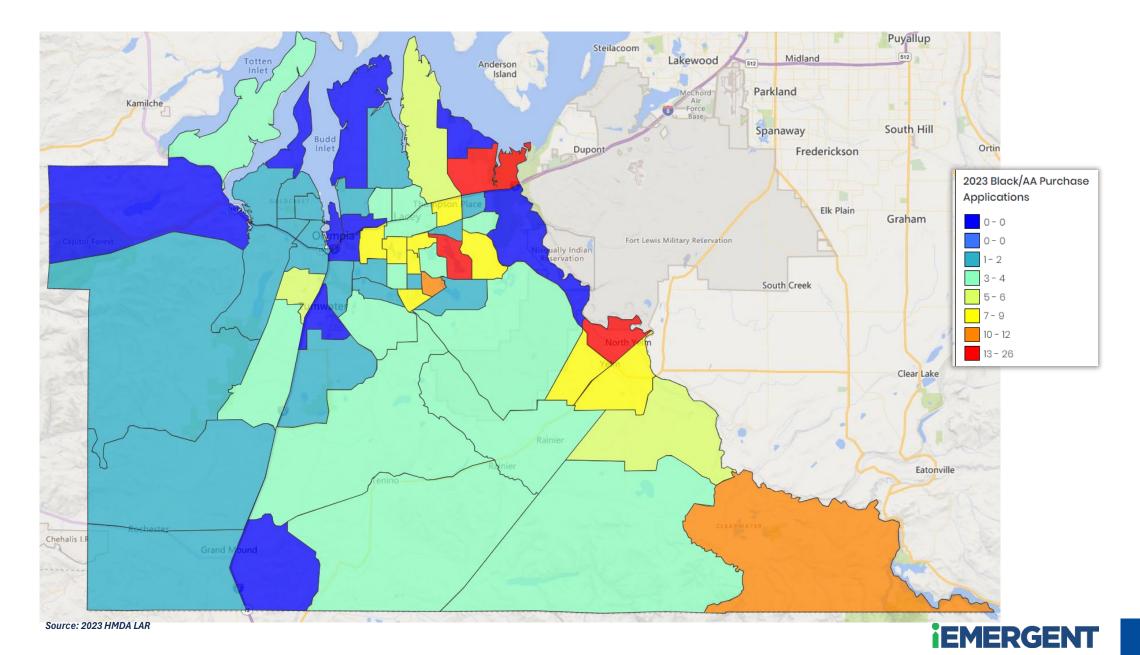




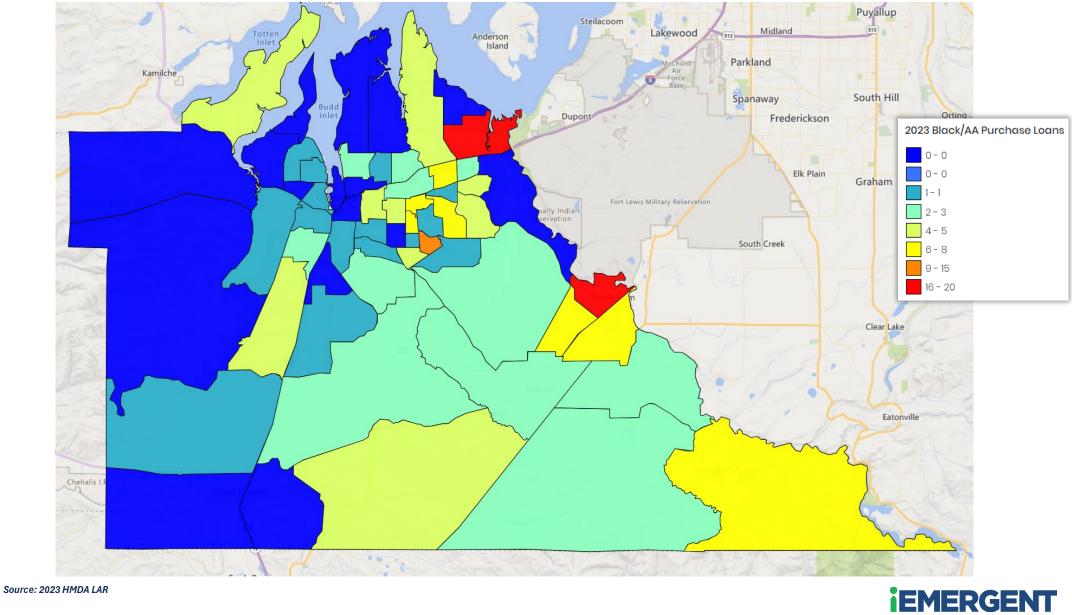
Map symbology shows only census tracts with Homeownership Rate> 0%.



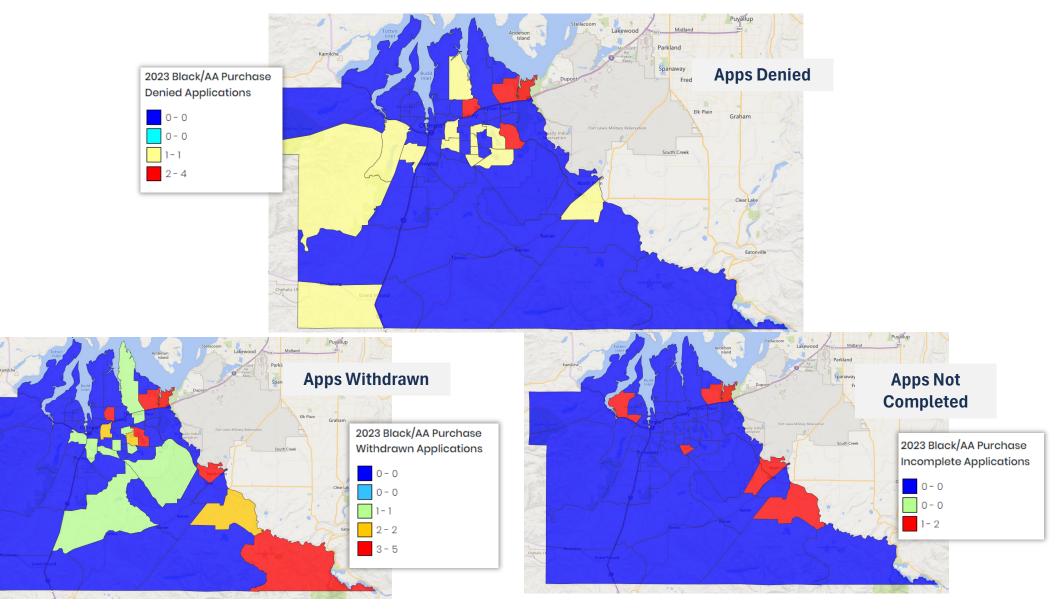
## 2023 Black Purchase Applications Submitted by Census Tract



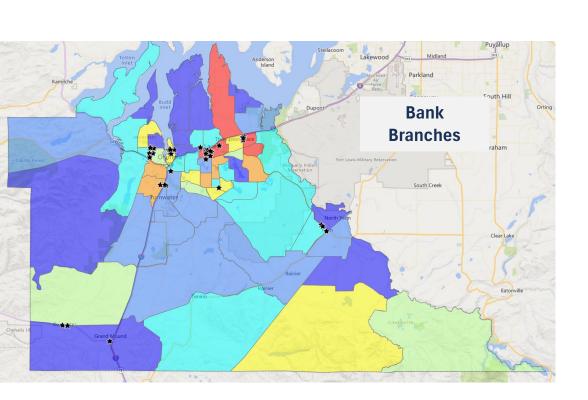
#### Item 3. $\frac{m^{3}}{20}$ 23 Black Purchase Loans Originated by Census Tract

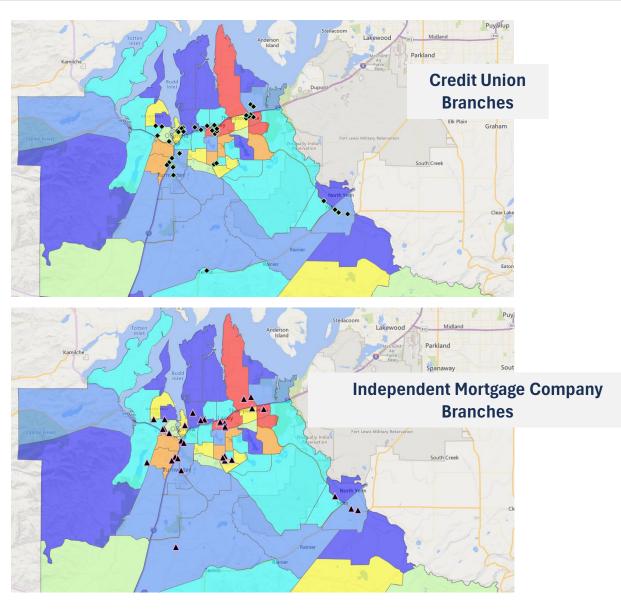


## <sup>*Item 3.*</sup> 2023 Purchase Application Fallout: Black Borrowers in Thurston County











|                      | Originations of Purchase Loans (Actual & Forecast) |         |       |       |            |         |       |                                    |                         |                               |  |  |
|----------------------|--|---------|-------|-------|------------|---------|-------|------------------------------------|-------------------------|-------------------------------|--|--|
|                      | 2022   | 2023    | 2024  | 2025  | 2026       | 2027    | 2028  | 2024-<br>2028<br>Purchase<br>Loans | 2024-<br>2028<br>Growth | 2024<br>Segment<br>% of Total |  |  |
| Total                | 4,379  | 3,281   | 3,664 | 3,797 | 3,990      | 4,153   | 4,339 | 19,943                             | 18.4%                   | <b>100.0</b> %                |  |  |
| Asian                | 366  | 273     | 352   | 369   | 391        | 407     | 431   | 1,950                              | 22.4%                   | 9.6%                          |  |  |
| Black                | 185  | 175     | 148   | 150   | 161        | 165     | 175   | 799                                | 18.2%                   | 4.0%                          |  |  |
| Hispanic             | 287  | 226     | 228   | 231   | 250        | 256     | 264   | 1,229                              | 15.8%                   | 6.2%                          |  |  |
| Ind./Pac.Isl.        | 120  | 108     | 107   | 105   | 111        | 114     | 115   | 552                                | 7.5%                    | 2.9%                          |  |  |
| Non-Hispanic White   | 3,421  | 2,499   | 2,829 | 2,942 | 3,077      | 3,211   | 3,354 | 15,413                             | 18.6%                   | 77.2%                         |  |  |
| BIPOC                | 958  | 782     | 835   | 855   | 913        | 942     | 985   | 4,530                              | 18.0%                   | 22.8%                         |  |  |
| By Borrower Income   |  |         |       |       |            |         |       |                                    |                         |                               |  |  |
| Low                  | 117  | 40      | 95    | 101   | 112        | 117     | 132   | 557                                | 38.9%                   | 2.6%                          |  |  |
| Mod                  | 861  | 431     | 672   | 696   | 728        | 755     | 787   | 3,638                              | 17.1%                   | 18.3%                         |  |  |
| LMI                  | 978  | 471     | 767   | 797   | <b>840</b> | 872     | 919   | 4,195                              | <b>19.8</b> %           | <b>20.9</b> %                 |  |  |
| Middle               | 1,625  | 1,118   | 1,294 | 1,336 | 1,398      | 1,449   | 1,508 | 6,985                              | 16.5%                   | 35.3%                         |  |  |
| Upper                | 1,776  | 1,692   | 1,603 | 1,664 | 1,752      | 1,832   | 1,912 | 8,763                              | 19.3%                   | 43.8%                         |  |  |
| By Loan/Product Type |  |         |       |       |            |         |       |                                    |                         |                               |  |  |
| Conventional         | 2,675  | 1,882   | 2,216 | 2,315 | 2,440      | 2,558   | 2,680 | 12,209                             | 20.9%                   | 60.5%                         |  |  |
| Conforming           | 2,520  | 1,815   | 2,082 | 2,174 | 2,291      | 2,402   | 2,519 | 11,468                             | 21.0%                   | 56.8%                         |  |  |
| Jumbo                | 155  | 67      | 134   | 141   | 149        | 156     | 161   | 741                                | 20.1%                   | 3.7%                          |  |  |
| <u> </u>             | 4 704  | 4 0 0 0 |       | 4 400 | 4 5 5 6    | 4 5 6 5 | 4 959 | 7 70 4                             | 4.4.004                 |                               |  |  |

1,704

428

1,268

8

1,399

390

1,004

5

1,448 1,482

360

1,117

5

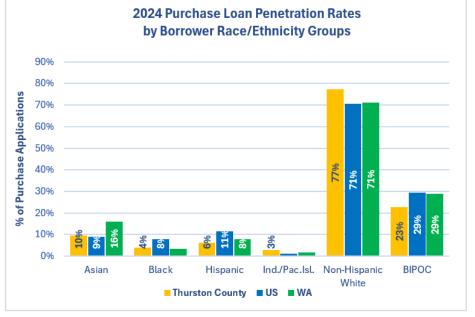
357

1,086

5

**Thurston County** 

#### Originations of Burchasse Leans (Actual & Earceast)



Source: 2022-2023 HMDA LAR, 2024-2028 iEmergent Forecast

1,595

385

1,204

6

1,659

404

1,248

7

7,734

1,881

5,824

29

14.6%

13.2%

14.9%

40.0%

39.5%

9.7%

29.6%

0.1%

1,550

375

1,169

6



Government

FHA

VA

FSA

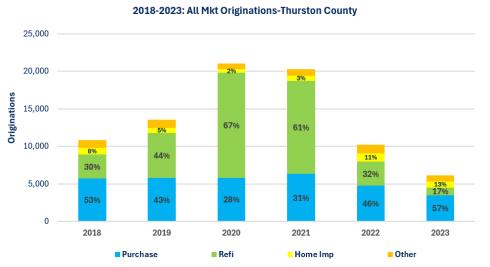
|                    | 2018   | 0010   | 2020   | 2021       | 2022   | 2023  | 2018- | 2021- | 2022- |
|--------------------|--------|--------|--------|------------|--------|-------|-------|-------|-------|
|                    | 2018   | 2019   | 2020   | 2021       | 2022   | 2023  | 2023  | 2023  | 2023  |
| Mkt Total Loans    | 10,793 | 13,518 | 21,024 | 20,287     | 10,229 | 6,142 | -43%  | -70%  | -40%  |
| Mkt Purchase Loans | 5,702  | 5,777  | 5,799  | 6,325      | 4,733  | 3,488 | -39%  | -45%  | -26%  |
| Mkt Refi Loans     | 3,229  | 6,014  | 13,989 | 12,389     | 3,230  | 1,037 | -68%  | -92%  | -68%  |
| Mkt Home Imp Loans | 871    | 686    | 479    | 689        | 1,099  | 806   | -7%   | 17%   | -27%  |
| Mkt Other Loans    | 991    | 1,041  | 757    | 884        | 1,167  | 811   | -18%  | -8%   | -31%  |
| % Purchase - Mkt   | 53%    | 43%    | 28%    | 31%        | 46%    | 57%   |       |       |       |
| % Refi - Mkt       | 30%    | 44%    | 67%    | <b>61%</b> | 32%    | 17%   |       |       |       |
| % HomeImp - Mkt    | 8%     | 5%     | 2%     | 3%         | 11%    | 13%   |       |       |       |
| % Other - Mkt      | 9%     | 8%     | 4%     | 4%         | 11%    | 13%   |       |       |       |

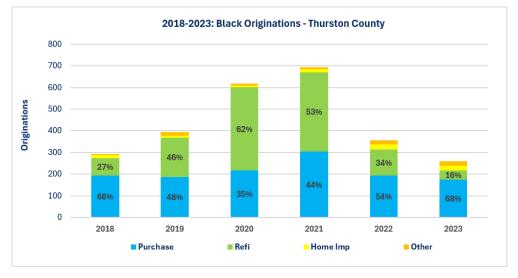
#### 2018-2023: All Mkt Originations-Thurston County

#### 2018-2023: Black Originations - Thurston County

|                                    |      | 0040 |      |      |      |      | 2018- | 2021- | 2022- |  |
|------------------------------------|------|------|------|------|------|------|-------|-------|-------|--|
|                                    | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2023  | 2023  | 2023  |  |
| Mkt Total Black/AA Loans           | 293  | 393  | 617  | 694  | 357  | 259  | -12%  | -63%  | -27%  |  |
| Mkt Black/AA Purchase Loans        | 194  | 187  | 217  | 304  | 193  | 175  | -10%  | -42%  | -9%   |  |
| Mkt Black/AA Refi Loans            | 79   | 182  | 384  | 367  | 121  | 42   | -47%  | -89%  | -65%  |  |
| Mkt Black/AA Home Imp Loans        | 15   | 9    | 7    | 14   | 24   | 22   | 47%   | 57%   | -8%   |  |
| Mkt Black/AA Other Loans           | 5    | 15   | 9    | 9    | 19   | 20   | 300%  | 122%  | 5%    |  |
| % Black/AA Purchase - Mkt          | 66%  | 48%  | 35%  | 44%  | 54%  | 68%  |       |       |       |  |
| % Black/AA Refi - Mkt              | 27%  | 46%  | 62%  | 53%  | 34%  | 16%  |       |       |       |  |
| % Black/AA Home Imp - Mkt          | 5%   | 2%   | 1%   | 2%   | 7%   | 8%   |       |       |       |  |
| % Black/AA Other - Mkt             | 2%   | 4%   | 1%   | 1%   | 5%   | 8%   |       |       |       |  |
| Black/AA % of Loans - Mkt          | 3%   | 3%   | 3%   | 3%   | 3%   | 4%   | 2%    | 1%    | 1%    |  |
| Black/AA % of Purchase Loans - Mkt | 3%   | 3%   | 4%   | 5%   | 4%   | 5%   | 2%    | 0%    | 1%    |  |
| Black/AA % of Refi Loans - Mkt     | 2%   | 3%   | 3%   | 3%   | 4%   | 4%   | 2%    | 1%    | 0%    |  |
| Black/AA % of Home Imp Loans - Mkt | 2%   | 1%   | 1%   | 2%   | 2%   | 3%   | 1%    | 1%    | 1%    |  |
| Black/AA % of Other Loans - Mkt    | 1%   | 1%   | 1%   | 1%   | 2%   | 2%   | 2%    | 1%    | 1%    |  |

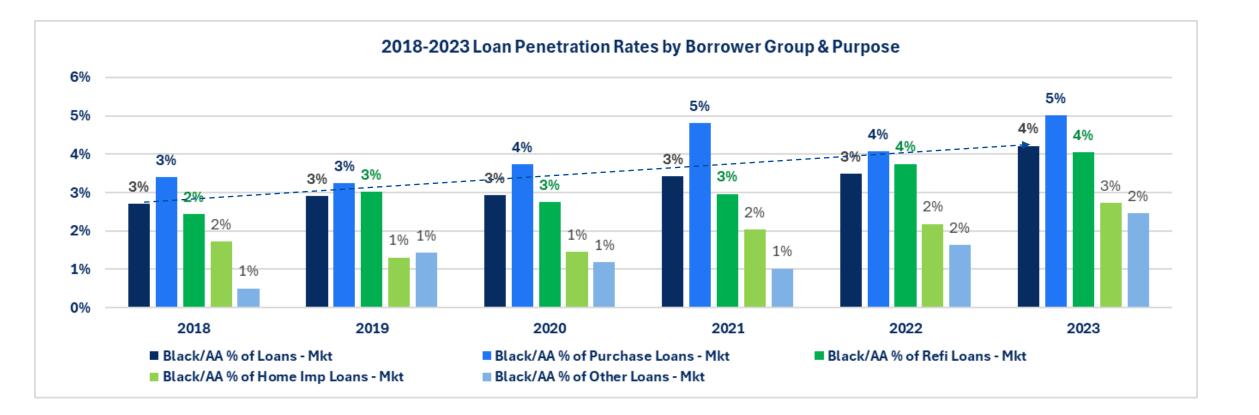
#### Source: 2018-2023 HMDA LAR





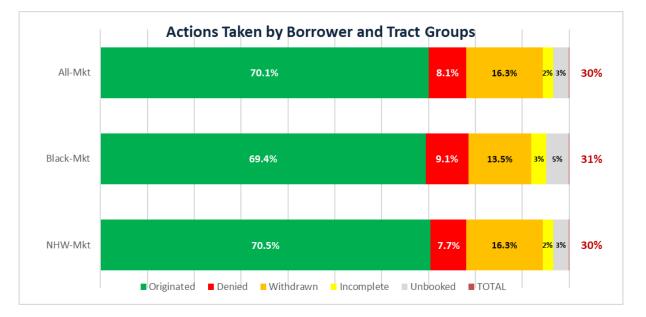
**EMERGENT** 

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## <sup>tem 3.</sup> urchase Application Actions by Borrower Race/Ethnicity: 2023 HMDA



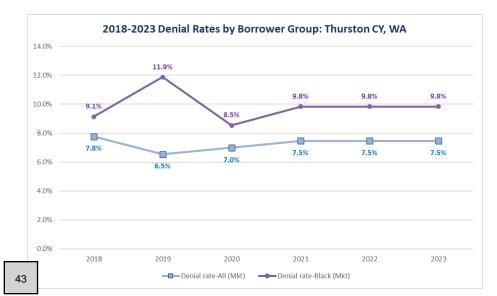
### **Thurston County: Purchase Applications by Action**

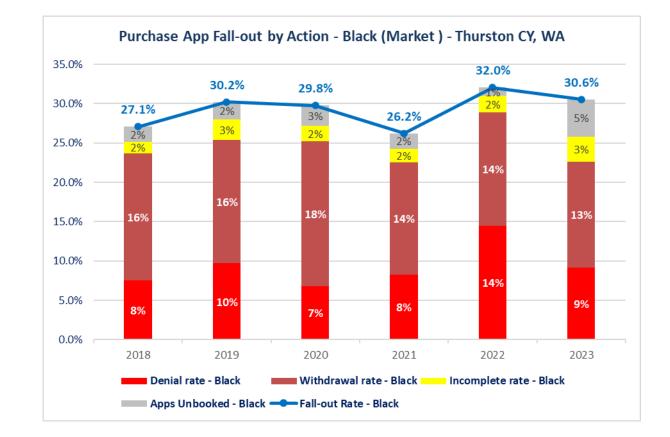
|                       |       | Originate | d      |       | Denied       |              | v     | Vithdraw    | /n     | Ir    | ncomplet    | te     | U     | nbooke      | ed     | То    | tal Fall-   | out         | All A | Apps   |
|-----------------------|-------|-----------|--------|-------|--------------|--------------|-------|-------------|--------|-------|-------------|--------|-------|-------------|--------|-------|-------------|-------------|-------|--------|
| By Action             | Count | Rate (%)  | Pen. % | Count | Rate<br>(%)  | Pen.<br>Rate | Count | Rate<br>(%) | Pen. %      | Count | Pen. % |
| Asian                 | 321   | 70.9%     | 9.2%   | 25    | 5.5%         | 6.2%         | 89    | 19.6%       | 10.9%  | 10    | 2.2%        | 9.2%   | 8     | 1.8%        | 4.8%   | 132   | 29.1%       | <b>8.9%</b> | 453   | 9.1%   |
| Black                 | 175   | 69.4%     | 5.0%   | 23    | <u>9</u> .1% | 5.7%         | 34    | 13.5%       | 4.2%   | 8     | 3.2%        | 7.3%   | 12    | 4.8%        | 7.2%   | 77    | 30.6%       | 5.2%        | 252   | 5.1%   |
| Hispanic              | 253   | 66.1%     | 7.3%   | 50    | 13.1%        | 12.4%        | 56    | 14.6%       | 6.9%   | 8     | 2.1%        | 7.3%   | 16    | 4.2%        | 9.6%   | 130   | 33.9%       | 8.7%        | 383   | 7.7%   |
| Non-Hispanic<br>White | 2,651 | 70.5%     | 76.0%  | 289   | 7.7%         | 71.9%        | 615   | 16.3%       | 75.6%  | 81    | 2.2%        | 74.3%  | 126   | 3.3%        | 75.9%  | 1,111 | 29.5%       | 74.5%       | 3,762 | 75.6%  |
| BIPOC                 | 837   | 68.8%     | 24.0%  | 113   | <u>9.3%</u>  | 28.1%        | 199   | 16.4%       | 24.4%  | 28    | 2.3%        | 25.7%  | 40    | 3.3%        | 24.1%  | 380   | 31.2%       | 25.5%       | 1,217 | 24.4%  |
| All Applicants        | 3,488 | 70.1%     |        | 402   | <b>8.1%</b>  |              | 814   | 16.3%       |        | 109   | 2.2%        |        | 166   | 3.3%        |        | 1,491 | 29.9%       |             | 4,9   | 979    |



Item 3.

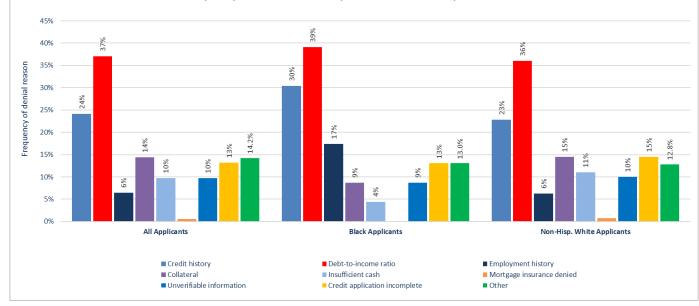
|                                 | Black 2018<br>Apps | Black 2019<br>Apps | Black 2020<br>Apps | Black 2021<br>Apps | Black 2022<br>Apps | Black 2023<br>Apps |
|---------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Applications                    | 266                | 268                | 309                | 412                | 284                | 252                |
| Originations                    | 194                | 187                | 217                | 304                | 193                | 175                |
| Denials                         | 20                 | 26                 | 21                 | 34                 | 41                 | 23                 |
| Withdrawals                     | 43                 | 42                 | 57                 | 59                 | 41                 | 34                 |
| Incomplete Apps                 | 4                  | 7                  | 6                  | 7                  | 6                  | 8                  |
| Unbooked                        | 5                  | 6                  | 8                  | 8                  | 3                  | 12                 |
| Total Fall-out                  | 72                 | 81                 | 92                 | 108                | 91                 | 77                 |
|                                 |                    |                    |                    |                    |                    |                    |
|                                 | 2018               | 2019               | 2020               | 2021               | 2022               | 2023               |
| <b>Origination Rate - Black</b> | 72.9%              | 69.8%              | 70.2%              | 73.8%              | 68.0%              | 69.4%              |
| Denial rate - Black             | 7.5%               | 9.7%               | 6.8%               | 8.3%               | 14.4%              | 9.1%               |
| Withdrawal rate - Black         | 16.2%              | 15.7%              | 18.4%              | 14.3%              | 14.4%              | 13.5%              |
| Incomplete rate - Black         | 1.5%               | 2.6%               | 1.9%               | 1.7%               | 2.1%               | 3.2%               |
| Apps Unbooked - Black           | 1.9%               | 2.2%               | 2.6%               | 1.9%               | 1.1%               | 4.8%               |
| Fall-out Rate - Black           | 27.1%              | 30.2%              | 29.8%              | 26.2%              | 32.0%              | 30.6%              |



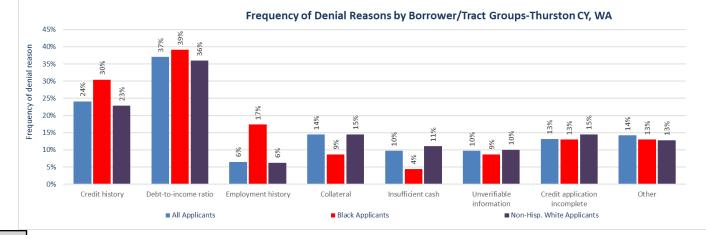




## leasons for Denial: Thurston County



#### Frequency of Denial Reasons by Borrower/Tract Groups-Thurston CY, WA



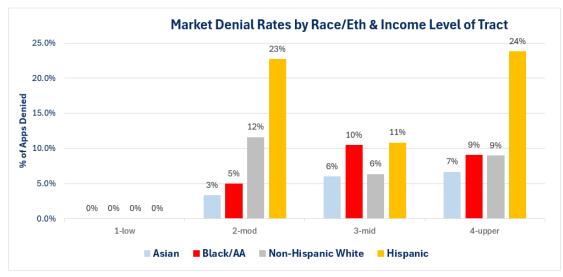
|                             | All<br>Applicants | Black<br>Applicants | Black vs. Total | Non-Hisp.<br>White<br>Applicants | Non-Hisp.<br>White vs.<br>Total |
|-----------------------------|-------------------|---------------------|-----------------|----------------------------------|---------------------------------|
| Total applications          | 4,979             | 252                 | 5.1%            | 3,762                            | 75.6%                           |
| Originations                | 3,488             | 175                 | 5.0%            | 2,651                            | 76.0%                           |
| Denials                     | 402               | 23                  | 5.7%            | 289                              | 71.9%                           |
| Denial rate                 | 8.1%              | 9.1%                | <b>▲</b> +1.0%  | 7.7%                             | ▼ -0.5%                         |
| Origination rate            | 70.1%             | 69.4%               | <b>▼</b> -0.6%  | 70.5%                            | <b>▲</b> +0.4%                  |
| Denial reason frequency     |                   |                     |                 |                                  |                                 |
| Credit history              | 24.1%             | 30.4%               | +6.3%           | 22.8%                            | -1.3%                           |
| Debt-to-income ratio        | 37.1%             | 39.1%               | +2.1%           | 36.0%                            | -1.1%                           |
| Employment history          | 6.5%              | 17.4%               | +10.9%          | 6.2%                             | -0.2%                           |
| Collateral                  | 14.4%             | 8.7%                | -5.7%           | 14.5%                            | +0.1%                           |
| Insufficient cash           | 9.7%              | 4.4%                | -5.4%           | 11.1%                            | +1.4%                           |
| Mortgage insurance denied   | 0.5%              | 0.0%                | -0.5%           | 0.7%                             | +0.2%                           |
| Unverifiable information    | 9.7%              | 8.7%                | -1.0%           | 10.0%                            | +0.3%                           |
| Credit application incomple | 13.2%             | 13.0%               | -0.1%           | 14.5%                            | +1.4%                           |
| Other                       | 14.2%             | 13.0%               | -1.1%           | 12.8%                            | -1.4%                           |
| Ave # reasons per denial    | 1.29              | 1.35                | +5.4%           | 1.29                             | -0.6%                           |



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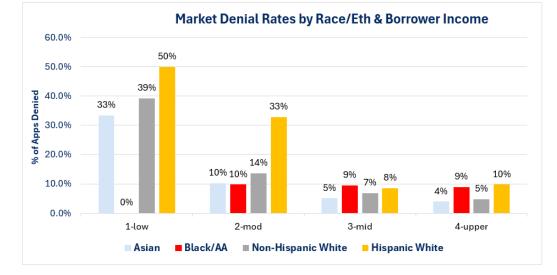
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| Tract Income Levels |                  |         |        |                  |         |        |               |         |        |                         |         |        |
|---------------------|------------------|---------|--------|------------------|---------|--------|---------------|---------|--------|-------------------------|---------|--------|
|                     | Asian Applicants |         |        | Black Applicants |         |        | Hispanic Apps |         |        | Non-Hispanic White Apps |         |        |
|                     |                  |         | Denial |                  |         | Denial |               |         | Denial |                         |         | Denial |
|                     | Apps             | Denials | Rate   | Apps             | Denials | Rate   | Apps          | Denials | Rate   | Apps                    | Denials | Rate   |
| 1-low               | 0                | 0       | 0.0%   | 0                | 0       | 0.0%   | 0             | 0       | 0.0%   | 0                       | 0       | 0.0%   |
| 2-mod               | 90               | 3       | 3.3%   | 60               | 3       | 5.0%   | 88            | 20      | 22.7%  | 722                     | 84      | 11.6%  |
| 3-mid               | 348              | 21      | 6.0%   | 181              | 19      | 10.5%  | 249           | 27      | 10.8%  | 2,618                   | 167     | 6.4%   |
| 4-upper             | 15               | 1       | 6.7%   | 11               | 1       | 9.1%   | 21            | 5       | 23.8%  | 422                     | 38      | 9.0%   |



#### **Thurston County**

| Borrower Income Levels |                  |         |              |                  |         |        |                     |         |        |                         |         |        |
|------------------------|------------------|---------|--------------|------------------|---------|--------|---------------------|---------|--------|-------------------------|---------|--------|
|                        | Asian Applicants |         |              | Black Applicants |         |        | Hispanic Applicants |         |        | Non-Hispanic White Apps |         |        |
|                        |                  |         | Denial       |                  |         | Denial |                     |         | Denial |                         |         | Denial |
|                        | Apps             | Denials | Rate         | Apps             | Denials | Rate   | Apps                | Denials | Rate   | Apps                    | Denials | Rate   |
| 1-low                  | 6                | 2       | 33.3%        | 2                | 0       | 0.0%   | 8                   | 4       | 50.0%  | 102                     | 40      | 39.2%  |
| 2-mod                  | 49               | 5       | 10.2%        | 41               | 4       | 9.8%   | 61                  | 20      | 32.8%  | 542                     | 74      | 13.7%  |
| 3-mid                  | 139              | 7       | <b>5.0</b> % | 95               | 9       | 9.5%   | 130                 | 11      | 8.5%   | 1,151                   | 79      | 6.9%   |
| 4-upper                | 256              | 10      | 3.9%         | 113              | 10      | 8.8%   | 154                 | 15      | 9.7%   | 1,889                   | 90      | 4.8%   |



#### Source: 2018-2023 HMDA LAR



|                           | All Applicants | <b>Black Applicants</b> |                         |  |  |  |  |
|---------------------------|----------------|-------------------------|-------------------------|--|--|--|--|
|                           | Market         | Black - Mkt             | Mkt: Black vs.<br>Total |  |  |  |  |
| Originations by loan type |                |                         |                         |  |  |  |  |
| # Conventional            | 2,088          | 49                      | 2.3%                    |  |  |  |  |
| # FHA                     | 390            | 39                      | 10.0%                   |  |  |  |  |
| # FSA                     | 5              | 3                       | 60.0%                   |  |  |  |  |
| # VA                      | 1,005          | 84                      | 8.4%                    |  |  |  |  |
| % Conventional            | 60%            | 28%                     | -31.9%                  |  |  |  |  |
| % FHA                     | 11%            | 22%                     | +11.1%                  |  |  |  |  |
| % FSA                     | 0%             | 2%                      | +1.6%                   |  |  |  |  |
| % VA                      | 29%            | 48%                     | +19.2%                  |  |  |  |  |

Loan Type by Borrower/Tract Group in Thurston CY, WA (Market) 100% 90% 25% 29% 31% 80% Originations **49**% 48% 70% 11% 5% 11% 60% % of Purchase 50% 13% 40% 22% 64% 64% 30% 60% 20% 38% 28% 10% 0% All-Mkt Asian-Mkt Hispanic-Mkt NHW-Mkt Black-Mkt ■ % Conforming ■ % FHA ■ % VA ■ % FSA



| TO:      | City Council                   |
|----------|--------------------------------|
| FROM:    | Lisa Parks, City Administrator |
| DATE:    | August 27, 2024                |
| SUBJECT: | Workforce Planning Update      |

#### 1) <u>Recommended Action</u>:

No action is proposed for this item, this is informational only.

#### 2) <u>Background</u>:

The City of Tumwater Workforce Plan is being developed using input collected from in-depth interviews with the City Administrator, Directors, Managers and Staff. This plan is designed to show context of Tumwater's current and projected workforce needs. These plans also help analyze workforce strategies to meet the needs of the community.

#### 3) Policy Support:

#### Vision | Mission | Beliefs

Our Vision:

Tumwater of the future will be people-oriented and highly livable, with a strong economy, dynamic places, vibrant neighborhoods, a healthy natural environment, diverse and engaged residents, and living connection to its history.

#### Our Mission:

In active partnership with our community, we provide courageous leadership and essential municipal services to cultivate a prosperous economy, a healthy natural environment, vibrant neighborhoods, and a supportive social fabric.

#### We Believe in P-E-O-P-L-E:

People, Excellence, Opportunity, Partnership, Learning & Environment

Strategic Priorities and Council Goals '23 – '24 Refine and Sustain a Great Organization

#### 4) <u>Alternatives</u>:

No action is proposed for this item, this is informational only.

#### 5) Fiscal Notes:

N/A

#### 6) <u>Attachments</u>:

None