



**Office of the Illinois Attorney General
Lisa Madigan**

**Request for Qualifications and Proposals
National Foreclosure Settlement Awards
Housing Counseling and Community
Revitalization**

CONFERENCE CALL

FEBRUARY 1, 2013

4-5 P.M.

Agenda

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1. Welcome and Speaker Introductions
2. Advisory Council Members
3. Overview of National Foreclosure Settlement Program
4. Purpose of Call and Call Logistics
5. Review of Request for Qualifications and Proposals (RFQ/P)
6. Frequently Asked Questions
7. Next Steps

Welcome and Speaker Introductions

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- **Deborah Hagan**, Bureau Chief, Consumer Protection Division, Office of the Attorney General
- **Vaishali Rao**, Assistant Attorney General, Consumer Fraud Bureau, Office of the Attorney General
- **Karen Muchin**, Principal, BRick Partners
- **Robin Snyderman**, Principal, BRick Partners

Advisory Council Members

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- Bennett P. Applegate: Principal, Applegate & Thorne-Thomsen Law and founder, Illinois Housing Council
- Allison Clark: Program Officer, John D. and Catherine T. MacArthur Foundation
- Pam Daniels-Halisi: Managing Director, The Private Bank and Trust Company
- Robert Grossinger: Vice President, Enterprise Community Partners Inc.
- King Harris: Harris Holdings, Inc. and Board President, Metropolitan Planning Council
- Sharon Hess: Executive Director, Southern Illinois Coalition for the Homeless
- Juanita Irizarry: Senior Program Officer, The Chicago Community Trust
- Robert Requejo: Senior Analyst, The Federal Reserve Bank of Chicago
- Antonio Riley: Midwestern Regional Administrator, U.S Department of Housing and Urban Development
- Dawn Stockmo: Community Development Manager, National Community Stabilization Trust

National Foreclosure Settlement Overview

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- \$25 billion settlement
- Plaintiffs: DOJ, HUD, FTC, CFPB, 49 State Attorneys General and state bank regulators
- Defendants: Bank of America, Citigroup, Chase, Ally/GMAC and Wells Fargo
- Filed in U.S. District Court in DC on April 4th, 2012
- 3 main components to the settlement: comprehensive mortgage servicing standards, monetary relief and the appointment of a Monitor to assist in the enforcement of the Settlement
- Benefits to Illinois:
 - estimated \$1.2 billion in 1st and 2nd lien principal reductions, other loss mitigation tools and refinancing for underwater borrowers
 - estimated \$50 million in payments to Illinois homeowners who have lost their homes to foreclosure
 - over \$100 million in funds to use in Illinois to remediate the effects of the foreclosure crisis

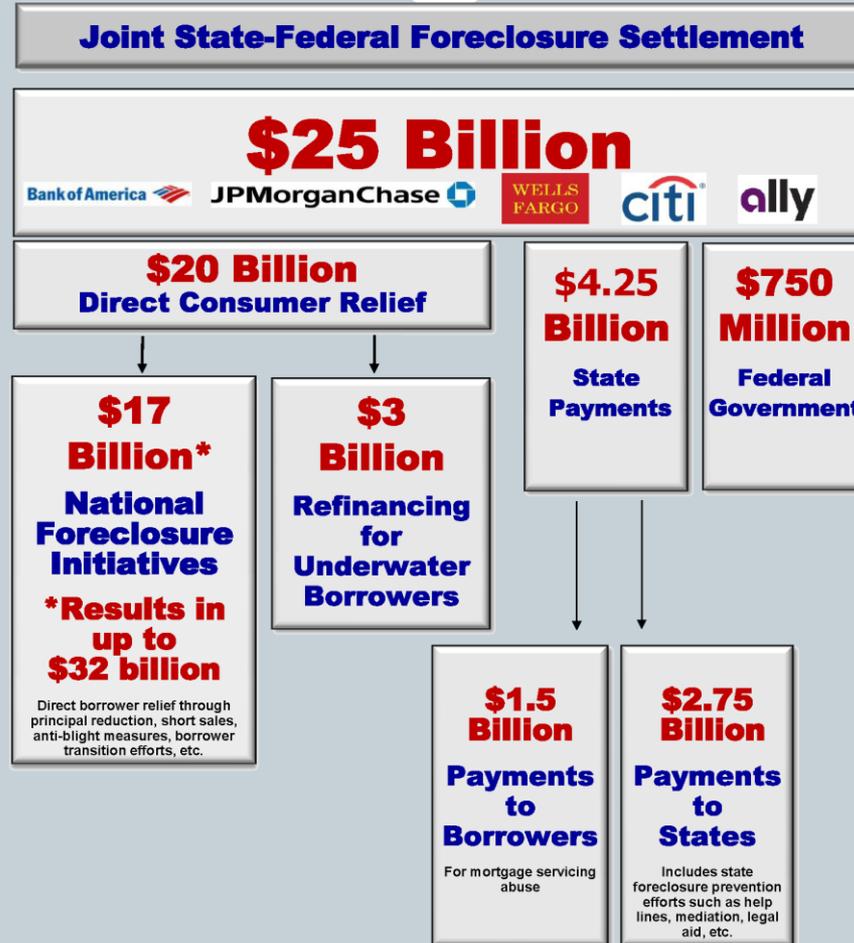
RFP Process

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- 1st RFP/Legal Services: \$20 million has been distributed to legal assistance providers to assist borrowers and renters
- 2nd RFP/Foreclosure Court Start-Up Mediation Programs/\$3 million: The Attorney General's Office is currently reviewing grant proposals received
- 3rd RFP/Housing Counseling and Community Redevelopment/\$70 million: Proposals due February 15th

Big Picture Settlement Monetary Provisions

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Purpose of Call and Call Logistics

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- **Purpose:**
 - Review RFQ/P
 - Address Frequently Asked Questions
- **Logistics:**
 - All participants muted
 - Written questions submitted via Control Panel
 - If time allows, we will answer a few questions today
 - If needed, submitted questions will be answered via an updated FAQ document

RFQ/P: Program Priorities

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- Complement and supplement other foreclosure response efforts.
 - Bolster, expand and connect proven housing counseling and revitalization strategies in hardest hit geographic areas throughout Illinois.
- Sustainable, collaborative efforts in targeted areas that respond to local needs, opportunities and capacities.
 - Alignment of key public and private sector partners helping owners, renters and neighborhoods destabilized by the foreclosure crisis.
- Innovation also encouraged!

RFQ/P: Eligible Applicants

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1) Teams

- ✦ Team Leader/Fiscal Agent
- ✦ Team Members

2) Housing Counselors

3) Developers

4) “Experts”

RFQ/P: Sampling of Eligible Uses of Funds

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- Housing and foreclosure counseling for renters, buyers, owners
- Mortgage acquisition or restructuring support
- Other financing mechanisms providing homebuyer or rehab assistance, loan guarantees, etc.
- Housing and residential redevelopment, including land banks, acquisition and demolition
- Relevant outreach and marketing
- Technical Expertise to support the above

RFQ/P: Submittal Requirements

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- Narrative (10 pages maximum – less pages welcome!)
- Proposed outcomes, cost per outcome, basic budget info (App. A)
- Project Budget (if available)
- Map
- Support Letters (quality not quantity)
- Supporting Documents (everyone requesting \$)
 - ✓ Audited financial statements, tax returns and/or 990 for last 2 years
 - ✓ Interim financial statements
 - ✓ Key Staff bios
 - ✓ Board list (if applicable)
 - ✓ Nonprofit determination letter (if applicable)

RFQ/P: Evaluation Criteria

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- Soundness of approach, financial stability of partners, relevant experience, geographic need and opportunity
- Knowledge of targeted population and geography
- Commitment to capacity building and collaborative approaches
- Cost-effective leveraging of resources and knowledge
- Readiness to proceed
- Clarity of objectives, demonstrated demand, probability of success
- Quality (not quantity) of support letters

Sampling of Frequently Asked Questions (FAQs) (full list on website)

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- Yes, a postmarked package dated February 15 complies with deadline requirements!
- Yes, you can apply more than once
- No, there are not predetermined amounts for each applicant category, nor maximum/minimum grant award amounts
- Applications will be evaluated via the Evaluation Criteria
- Quasi-governmental entities can lead a team
- Governmental entities can also be Team Members
- Nonresidential development is an ineligible use of funds
- Multiple years of funding (1-3) can be requested as needed
- 15% limit for overhead costs applies to costs not directly or solely attributable to this proposal
- There are not narrowly defined affordability requirements

Next Steps

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**Applications Due Feb. 15:
2 hard copies plus one jump drive**

For More Information, Contact:

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Questions will be directed to appropriate staff