

**Testimony Of Chapman Walsh
Home Ownership Made Easy (H.O.M.E.) Program Director**

Of

**The Green Forest Community Development Corporation
Decatur, Georgia**

Before

**Subcommittee on Housing and Community Opportunity Committee
on Financial Services US House of Representatives**

**Hearing entitled "Successful Homeownership and Renting through
Housing Counseling"**

**H.R. 3938, Expanding Housing Opportunities through Education
and Counseling Act**

March 18, 2004

**Testimony of Chapman Walsh, Home Ownership Made Easy (H.O.M.E.) Program
Director of the Green Forest Community Development Corporation of
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Thank you Chairman Ney, Congresswoman Waters, Congressman Scott and other members of the Subcommittee for the opportunity to testify today on "Successful Homeownership and Renting through Housing Counseling." Which is in support of H.R. 3938, "Expanding Housing Opportunities through Education and Counseling Act." I testify here today on behalf of low-income clients of Greater Metro Atlanta. The clients and constituencies of Atlanta collectively encompass a broad range of families and households who seek to realize the American Dream of homeownership by become successful homeowners via Housing Counseling.

My name is Chapman Walsh and I am the Home Ownership Made Easy (H.O.M.E.) Director for the Green Forest Community Development Corporation, a faith-based community development corporation located in Decatur, Georgia of Greater Metro Atlanta

Green Forest Community Development Corporation, Inc. was created by Greenforest Community Baptist Church and granted its 501 (c) – 3 in 1996. Green Forest Community Development Corporation is a private non-profit faith-based community economic development corporation, governed by a board of directors consisting of residents of the community and business and civic leaders.

Green Forest Community Development Corporation, Inc. is located in the Candler Road Corridor of DeKalb County in Greater Metro Atlanta. The address is 3299 Rainbow Drive, Decatur, Georgia. We can be contacted at (404) 486-1120 or via the World Wide Web at www.gfcdc.org. In addition to providing technical assistance to the faith-based community in the Southeast, Green Forest Community Development Corporation is committed to revitalizing neighborhoods, creating educational opportunities, affordable housing and counseling families and individuals on homeownership responsibilities and personal financial management.

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MISSION

“The mission of Green Forest Community Development Corporation is to create empowerment and networking for people through economic development, housing, youth, senior and health initiatives, social ministries, education and comprehensive prevention programs for persons of all ages.”

OUR ARRAY OF SERVICES INCLUDES:

- **Faith-Based Community Economic Development** (Community Revitalization and Empowerment to include Technical Assistance, Job Training and Technology)
- **Housing** (Home Ownership, Housing Counseling and Affordable Rental Housing.)
- **Loss Mitigation** (Foreclosure Prevention, Default Counseling and Predatory Lending, Understanding Credit, Debt Management Through Budgeting, & Financial Management Education.
- **Commercial Development** (Affordable Housing Development, Child Care Centers, Business/Commercial Construction, Apprenticeship/ Internship Programs)
- **Family, Youth, Children** (Housing, Emergency Assistance, Personal and Financial Counseling, Nutrition Programs, Sports and Academic Programs).
- **Education** (Early Childhood Development, Adult Education, K-12 Education, Workforce Development, Technology, and Ministry Fest – (Annual Faith-based Education/Community Economic Development Seminar.))

On behalf of Green Forest Community Development Corporation, I am deeply grateful for the opportunity to testify before the Committee. The Members of this Committee continue to demonstrate their commitment to expanding housing opportunities for all persons by passing meaningful legislation and by holding hearings, such as this one—to highlight affordable homeownership as one of the single most important tools that a family can use to improve their quality of life and build wealth.

To the members of the Subcommittee on Housing and Community Opportunity; again I applaud your effort to expand affordable housing opportunities to include homeownership to the American public. As someone who is on the front line furnishing housing counseling on a daily basis, someone who is in the trenches as it were, I would like to suggest the following:

1. The time is now to establish a national affordable housing policy;
2. The time is now to create HUD Advisory Council in order to establish a unified and working system of housing assistance;
3. The time is now to set National Guidelines for affordable housing;
4. The time is now to ensure that affordable housing is available and readily attainable.

Simply put, the time is now to establish a national workable housing policy and to set standards. The time is now to remove barriers to affordable housing. The time is now to provide sufficient funding to State and local agencies to include non profit organizations and the faith-based community to fulfill their housing counseling mission. The time is now to encourage the creation of public/private partnerships for the provision of affordable housing opportunities and to do all that is feasible to establish a workable solution to the housing crisis that is experienced by the low to moderate income in America.

H.R. 3938, "Expanding Housing Opportunities through Education and Counseling," focuses on the importance of housing counseling. This legislation is designed to enhance the counseling programs currently operating through HUD and to foster other private counseling programs. Homeownership gives residents an equity stake in the economic mainstream of America, building long-term assets for families as well as their communities. Home ownership also improves city tax bases, provides lending, increases ensuing opportunities and stabilizes school attendance.

Though H.R. 3938 concerns both affordable renting and homeownership. **Using a series of questions and answers, I will address those related to homeownership.**

In 1996, declining interest rates, increasing employment rates and consumer demand led the Board of Director's of the Green Forest Community Development Corporation, to come together to create the H.O.M.E.E program, a vehicle for making homeownership possible by removing the traditional barriers to homeownership. The American Dream of Homeownership was a desired outcome, however barriers were also high. These barriers include: lack of down payment and second mortgage money and lack of financial literacy.

Overview Of The Need For Housing Counseling

Helping low-income households locate safe and decent rental housing can be a difficult task. Many low-income households suffer from prior evictions, poor credit history, or poor tenancy records. Households are further challenged with low vacancy rates, increasing market rents, lack of knowledge regarding the availability of housing resources, and landlord resistance. These challenges make it difficult for low-income households to locate appropriate housing, increasing the probability that they will become homeless or be forced to accept sub-standard housing. (March 16, 2001), *Learning From Each Other "Improving Housing Counseling Services With NHHFA's Housing Referral Network"*. The New Hampshire Housing Finance Authority (NHHFA). HUD Interview With NHHFA Staff.

- **What Benefit Does Housing Counseling Provide In The Homeownership And Rental Process?**

The benefits of housing counseling are numerous. Housing counseling enables would-be homeowners to learn how to improve their credit, strengthen money management skills and avoid predatory lenders and other unscrupulous practices. Existing homeowners will learn how to avoid delinquency and default, restructure debt and maintain their home.

In addition, many individuals and families who will receive HUD-funded counseling are renters. Counseling services will help them find housing closer to their jobs or health care as well as teach them about tenant rights. Finally, homeless individuals and families will learn how to find emergency services and secure transitional housing. See (November 13, 2003) HUD News Release HUD No. 03-124.

Housing counseling helps to remove barriers to homeownership. Some low- and moderate-income households have been able to take advantage of access to banking services, but are finding themselves unprepared to deal with the complexities that characterize today's financial environment. Housing Counseling will help individuals to become educated and informed consumers. (July 29, 2003) *Statement Of Donna Gambrell, Deputy Director For Compliance And Consumer Protection Division Of Supervision And Consumer Protection, Federal Deposit Insurance Corporation, "On The Consumer Understanding And Awareness Of The Credit Granting Process" Before The Committee On Banking, Housing, And Urban Affairs, U.S. Senate.*

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Policymakers and financial institutions alike have made commendable efforts to broaden the scope of banking products for low- and moderate-income people. However, many families still fall outside of the financial mainstream and do not maintain traditional bank credit, savings or investment accounts. Nearly 10 percent of U.S. families do not have transaction accounts. "Unbanked" individuals tend to: have low incomes, not own homes, be under 35 years of age, be non-white or Hispanic, be unemployed, and be educated at the high school level or below. *(July 29, 2003) Statement Of Donna Gambrell, Deputy Director For Compliance And Consumer Protection Division Of Supervision And Consumer Protection, Federal Deposit Insurance Corporation, "On The Consumer Understanding And Awareness Of The Credit Granting Process" Before The Committee On Banking, Housing, And Urban Affairs, U.S. Senate.*

- **What Types Of Counseling Does Your Organization Provide? Approximately How Many Families And Individuals Do You Serve?**

Home Ownership Counseling

Green Forest Community Development Corporation offers a full array of homeownership assistance. We are the lead agency of the "Expanding the Dream®" DeKalb initiative, which is the "Home Ownership Made Easy" (H.O.M.E.) homebuyer education-counseling program. H.O.M.E. is an initiative of Freddie Mac. H.O.M.E. provides Freddie Mac and HUD approved homeownership counseling at various community venues within Metro Atlanta and the South DeKalb community. Our Homebuyer Education program consists of Pre-Purchase Counseling and, Default/Delinquency Counseling.

On-Line Lending

A coalition of local churches in DeKalb County, Ga. are harnessing the power of on-line lending technology to forge affordable homeownership opportunities for African-American families through a comprehensive \$25 million faith-based housing effort uniting the South DeKalb Church Federal Credit Union, six prominent area churches, mortgage lender Taylor, Bean & Whitaker, Green Forest Community Development Corporation and Freddie Mac, one of the nation's largest investors in residential mortgages. *(November 03, 2003), Freddie Mac, "News and Information";*

http://www.freddiemac.com/news/archives/afford_housing/2003/georgia_110303.html.

"Catch the Dream DeKalb" will give South DeKalb Church Federal Credit Union significant new financial muscle to provide accessible low-down payment mortgage products to the 40,000 members of the six churches by becoming the first faith-based organization to take advantage of Taylor, Bean & Whitaker's CommunityBanksOnline (CBO), a web-based mortgage origination service, and Freddie Mac's Loan Prospector automated underwriting service. Currently, more than 600 community banks use CBO and more than 14,000 lenders across the nation use Freddie Mac's Loan Prospector.

""Catch the Dream DeKalb combines two of the most potent forces driving homeownership today: faith-based coalitions and on-line lending technology," said Craig Nickerson, vice president of community development lending at Freddie Mac. "This combination is providing the housing industry with a dynamic new model for closing the gap between minority and non-minority homeownership rates in this country."

Financial Literacy Education

Green Forest Community Development Corporation has expanded its existing Homeownership Counseling Program to include extensive Financial Literacy Counseling. We use Freddie Mac's "CreditSmart" curriculum.

The Homeownership Counseling and Financial Literacy Program provides:

- I. Homebuyer Education Counseling And Guidance Through The Homebuyer Process
- II. Immediately Address High Levels Of Delinquency And Foreclosure In DeKalb
- III. Provide Individual Homeowners Access To Foreclosure Prevention Services
- IV. Coordinate Existing Supportive Resources And Provide Clear Access Path For Dealing With Existing Delinquencies
- V. Initiate Stronger Training And Assistance In Default Counseling And Predatory Lending Education
- VI. Increase Number Of Stable Homeowners In DeKalb County

“Don’t Borrow Trouble”

Loss Mitigation - Foreclosure Prevention – Predatory Lending Education

We are a one of the leaders in the Development Team of the “Don’t Borrow Trouble Metro Atlanta” initiative which is a homebuyer education project designed to combat “Predatory Lending” and to alleviate its effects by providing financial literacy education in order to empower homebuyers to make educated and wise mortgage financing decisions. Freddie Mac sponsors this initiative. The following programs also participate: HUD, The United Way of Metro Atlanta, United Way 211, United Way DeKalb County, Fulton/DeKalb County Housing, The Atlanta Center for Homeownership, D. & E., Consumer Credit Counseling Service, Atlanta Legal Aid, The Atlanta Neighborhood Development Partnership, etc. More agencies are expected to come on board as the program develops.

The program is designed to address the critical issue of delinquency and foreclosure prevalent in DeKalb County, one of the highest in the nation. Through modifying the pre-purchasing counseling and training components of the existing program and expanding the post counseling elements to include loss mitigation education, this will address the identified need within our community to stem the rising tide of delinquencies and foreclosures among Greater Metro Atlanta and DeKalb County Homeowners and sets the benchmarks of collaborative efforts in Homeownership programs that can be replicable regionally and nationally.

APPROXIMATELY HOW MANY FAMILIES AND INDIVIDUALS DO YOU SERVE?

During the first year of this program GFCDC helped over 300 families move along the path to homeownership. We currently serve in excess of 400 clients per year.

Ministry Fest

In the second week of July of every year, Green Forest Community Development Corporation and Greenforest Community Baptist Church, host "Ministry Fest" which is a faith-based training institution sponsored by the Greenforest Web Association (networking association). "Ministry Fest" offers an extensive training program in faith-based community economic development.

Green Forest Community Development Corporation has the ability to train faith-based organizations in the field of community economic development and to build capacity in a variety of areas. Upon completion of training, the selected faith-based organizations will be in a stronger position to assist their community and to disciple other faith-based organizations in order that they may realize their respective community economic objectives.

Green Forest Community Development Corporation can assist faith-based organizations to “build multi-purpose buildings”; purchase and rehabilitate or erect new affordable rental housing units; build new single family affordable housing units for sale; build rental housing units and recreation centers for seniors; develop, establish, and manage child development centers; develop, establish, and manage schools K - 12th grade; and acquire tracts of land for future development.

- **Are You A HUD Approved Agency? If So, What HUD Counseling Program Do You Utilize? What Has Been Your Experience In Administering HUD Counseling Programs?**

Green Forest Community Development Corporation is a HUD approved housing counseling agency? We utilize “Freddie Mac’s CreditSmart” curriculum.

WHAT HAS BEEN YOUR EXPERIENCE IN ADMINISTERING HUD COUNSELING PROGRAMS?

I have over ten years of experience as a housing counselor. I also have over fifteen years experience as a realtor. I have completed the following trainings:

- “Fundamentals Of Homeownership” - Neighborhood Reinvestment (NR) - 5-day certificate;
- “Using The Community Development Block Grant Program” (CDBG), (NR);
- “Home Buyer Education Methods”, (NR);
- “Helping Home Owners Avoid Delinquency And Predatory Lenders”, HUD;
- “Loss Mitigation Training 2000”, HUD.

In my day-to-day experience as a HUD approved housing counselor, I provide the following services:

- General Housing Education in a class room setting
- Financial Literacy Education in a class room setting
- Loss Mitigation (Foreclosure Prevention) Education in a class room setting

- Predatory Lending Education in a class room setting
- Individual one-on-one housing counseling to include the following subjects:
 - Buying A Home
 - Establishing/Repairing Your Credit
 - Pre-Qualification: Getting Ready To Buy
 - Selecting A Home: Closing The Deal
 - Homeowners Club: Post Purchasing Counseling
 - Loss Mitigation (Foreclosure Prevention) Education
 - Predatory Lending Education

Housing counseling services are an important part of HUD's goal to expand homeownership opportunities, particularly for minorities, Housing Counseling helps to open doors to the American Dream of homeownership to more American families.

The Green Forest Community Development Corporation prepares clients to become "mortgagable." Client may well enter our program with damaged credit, however they exit our program as type A homeowners who have completed an intensive course of financial literacy education, secured a traditional prime mortgage and are firmly on the path of successful homeownership.

It must be noted that housing counseling and loss mitigation counseling is very time intensive and expensive. Most housing counselors deal with "non traditional" clients who may be unbanked, have credit issues and be totally uneducated about housing and financial matters. The typical client is timid about broaching the subject of homeownership and well aware of the barrier to homeownership. Therefore, classroom sessions are an important means of education and communication, however the majority of clients need intensive one-on-one financial counseling for a period to time that may extend from six weeks to over a year.

The time commitment required of housing counseling programs and the tremendous expense involved makes it clear that adequate funding is needed by housing counseling programs in order to ensure adequate service delivery. To this end, I would like to suggest To the members of the Subcommittee on Housing and Community Opportunity the following; Adequate funding must be provided by way of **grants** to states and local agencies in order that we are able to allow Housing Counselors are be permitted to fulfill their mission of providing quality housing counseling.

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- **What Types Of Foreclosure Counseling Programs Do You Administer Or Are You Aware Of? Please Explain The Process For How A Family Or Individual Can Participate In A Foreclosure Counseling Program.**

We are a one of the leaders in the Development Team of the “Don’t Borrow Trouble Metro Atlanta” initiative which is a homebuyer education project designed to combat “Predatory Lending” and to alleviate its effects by providing financial literacy education in order to empower homebuyers to make educated and wise mortgage financing decisions. Freddie Mac sponsors this initiative.

The following programs also participate and meet regularly to coordinate services: HUD, The United Way of Metro Atlanta, United Way 211, United Way DeKalb County, Fulton/DeKalb County Housing, The Atlanta Center for Homeownership, D. & E., Consumer Credit Counseling Service, Atlanta Legal Aid and The Atlanta Neighborhood Development Partnership.

PLEASE EXPLAIN THE PROCESS FOR HOW A FAMILY OR INDIVIDUAL CAN PARTICIPATE IN A FORECLOSURE COUNSELING PROGRAM.

Individuals who seek foreclosure prevention service contact United Way 211 where they are screened and referred to the appropriate agency. The United Way of Metro Atlanta and United Way 211 serve as administrator and clearinghouse for “Don’t Borrow Trouble Metro Atlanta.” United Way 211 is a comprehensive, statewide community information and referral service. 211 offer help finding food, shelter, drug treatment, childcare, job training and much more.

- **Do You Provide, Or Are You Familiar With, Housing Counseling Programs That Assist Those Families Looking To Rent Affordable Housing? If So, Please Outline Your Participation And Benefits Of Housing Counseling As It Relates To The Rental Market.**

Although the focus of the Green Forest Community Development Corporation H.O.M.E. Program is homeownership, we are familiar with programs that assist families looking to rent affordable housing. We offer affordable housing counseling and referrals. We also meet and partner with affordable housing programs.

While owning one's home is considered to be "the American Dream," we at Green Forest Community Development Corporation agree with the findings of the National Low Income Housing Coalition in its concern that the emphasis on homeownership comes at the expense of a complete national housing policy. Rental housing is essential both as a step on the road toward homeownership, and as important public policy in its own right.

Further, while homeownership can have benefits, there are important reasons why a household might choose to rent instead of purchase its home. For a family living paycheck to paycheck, a major repair on a home they own can be enough to lead to bankruptcy or foreclosure. In addition, rental housing allows families to be more geographically flexible; low-income families especially may need to move to follow job opportunities. Seniors and people with disabilities may have reasons to prefer rental housing as well. (December 16, 2003), National Low Income Housing Coalition/LIHIS, 202-662-1530 x230.

- **Does Your Organization Provide Counseling Services Separate From HUD-Sponsored Counseling Programs? If So, Please Explain What Kind Of Counseling Do You Provide?**

Green Forest Community Development Corporation's H.O.M.E. program provides Freddie Mac and HUD approved homeownership counseling at various community venues within Metro Atlanta and the South DeKalb community.

Courses are delivered via lectures in classroom settings. Individual one-on-one counseling is a vital component of our services. Course material consists of printed text, workbooks and videotapes.

We offer technical assistance and community outreach to faith-based community agencies throughout Metro Atlanta and the Southeast. We also offer an extensive Community Economic Development Institute via the annual (2nd week in July) Greenforest Community Baptist Church's "Ministry Fest."

Green Forest Community Development Corporation's Homebuyer Education Program consist of the following:

LECTURE SERIES – H.O.M.E. (HOME OWNERSHIP MADE EASY)

Class One Buying A Home

You will learn about key role players in the home-buying process. Topics include: Economic Overview/Home Inspection, The Role of Realtors, Appraisals, The Mortgage Process, Needs vs. Wants, Renting vs. Buying and "How Much Does It Cost."

Class Two Establishing/Repairing Your Credit

Prospective Homebuyers will receive, review and learn how to understand their credit reports. You will receive a private, confidential one-on-one analysis of your credit situation in preparation for this important part of the home ownership process.

Class Three Pre-Qualification: Getting Ready To Buy

This class reviews the various options available for obtaining a mortgage. "We will work with you to establish a time line which sets you on track for the purchase of your house and the responsibility of homeownership. In this class you will also find the answer to the critical question.... How Much Can I Afford?"

Class Four Selecting A Home: Closing The Deal

This is the next to last step in making your dream a reality. You will receive your pre-qualification certificate, that documents your training in negotiating a purchase agreement and building a team of professionals necessary for the closing. Congratulations you've graduated to "HOME OWNERSHIP."

Class Five Homeowners Club: Post Purchasing Counseling

This is a continuation of the topic of responsibility of homeownership and includes financial management skills, the concept of budgeting and contingency funds; developing a saving plan; planning for the future.

LOSS MITIGATION AND FORECLOSURE PREVENTION INITIATIVE

Using an individual action plan we provide homeowners access to foreclosure prevention services. We provide homeowners particularly the elderly, access to predatory lending and foreclosure prevention services. We coordinate existing resources and provide an individualized access path for addressing existing delinquencies. The program also initiates training and assistance tools to address future delinquency and foreclosure prevention.

- **How Do You Measure And Account For Success In The Implementation Of The Housing Counseling Programs You Administer?**

All our clients are "**success stories**" as Green Forest Community Development Corporation has played a vital role in enriching the quality of life and assisting our community in secure safe and affordable housing and quality education from infancy to adulthood. Our clients benefit individually and our community benefits collectively by GFCD's provision of housing counseling and education so that our clients become

successfully homeowners and remain so via on-going counseling and loss mitigation and foreclosure prevention education. We assist our clients to become informed consumers.

Finally, countless organizations, families and individuals are mentored and assisted in the areas of housing, education, job skill readiness, computer technology, financial management, construction trades, organization development, technical assistance, direct assistance and social/human service referrals. GF CDC is dedicated to creating healthy communities that have supportive structures in place that are essential to an enhanced quality of life. We are committed to building sound relationships in our communities as well as residences where we can be proud to live. We are pleased thus far with our accomplishments.

- GF CDC has provided affordable rental housing for 161 individuals.
- GF CDC has provided housing counseling and loss-mitigation counseling for in excess of for 180 families annually.
- GF CDC has provided mentoring for countless individuals in areas of housing, education, job skill readiness, computer technology, financial management, construction trades, organization development, technical assistance, direct assistance and social/human service referrals.
- **Do you believe that there is sufficient flexibility in housing counseling programs to allow non-profits and other counseling providers to adjust to changing community needs, e.g. homeownership versus rental housing opportunities?**

There is sufficient flexibility in housing counseling programs so that that provider can adjust to changing conditions. The better question however is what can be done to institute a national housing policy that involves much more than additional questionable incentives for meeting housing needs. It is uncontroverted that there has been a movement of the past decade to limit the number of rental housing units and affordable housing vouchers in favor of affordable homeownership initiative. It is also uncontroverted that there are documented barriers to homeownership, particularly for minorities. There is a dangerous disconnect between our housing policy and our housing needs.

Affordable housing, whether rental or homeownership must be an attainable goal. Barriers to Homeownership such as high rents that are out of proportion to income makes it difficult for potential homebuyer to save sufficiently for traditional down payment. Other

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barriers to homeownership are financing institutes who continue to adhere to outdated modes of credit scoring that leave large segments of the populations well outside the dream of homeownership.

It is clear that a National Housing Policy that ensures adequate housing should be our number one priority.

- **What is the capacity of the current network of counseling providers and how can we assess whether additional capacity is necessary? Will technical assistance and capacity building detract from providing "retail" counseling to community members?**

Capacity building and staying abreast of best practices in the housing counseling industry is essential. To this end, additional capacity particularly if it is funding is always necessary. On going education, networking and training will not detract from providing "retail" counseling to community members who are adept at multi-tasking.

- **What types of partnerships do non-profit and commercial institutions create to address issues of consumer education, particularly in light of questionable or not-so-favorable lending terms to unknowing consumers?**

Non-profit organizations and commercial institutions such as the banking industry should be encouraged to create public/private partnerships in order to meet the financial literacy needs of our clients. This will assist clients in becoming familiar with the general process of purchasing a home, and offers instructions on how to become and remain a successful homeowner. This will also assist the mortgage financing industry to promote a good image and to capture an ignored market share.

According to a May 15, 2000 article in the Atlanta Journal Constitution entitled "Lost Homes: DeKalb Foreclosures Top Metro Area," DeKalb County Georgia leads in foreclosure rates in Greater Metro Atlanta. DeKalb County has had 2,269 forced foreclosures since November 1999, compared to 2,106 in Fulton County. That is more than twice the number of foreclosures in Cobb and Gwinnett during that period and nearly three times as many in Clayton County.

The home repossession boom has followed the explosion of residential building in south and east DeKalb County. Officials and credit counselors cite a variety of causes: the lure of bigger but lower-priced homes in south DeKalb to first-time buyers, family crisis such as loss of a job, divorce or death of a spouse; and even predatory lenders.

The Green Forest Community Development Corporation H.O.M.E. program is designed to address the critical issue of delinquency and foreclosure prevalent in DeKalb County, one of the highest in the nation. Through modifying the pre-purchasing counseling and training components of the existing program and expanding the post counseling elements to include loss mitigation education, this will address the identified need within our community to stem the rising tide of delinquencies and foreclosures among Greater Metro Atlanta and DeKalb County Homeowners and sets the benchmarks of collaborative efforts in Homeownership programs that can be replicable regionally and nationally.

Conclusion

In closing I would like to leave this plea with you. The time is now to establish a national workable housing policy and set standards and remove barriers to affordable housing. The time is now to provide sufficient funding to State and local agencies to include non profit organizations and the faith-based community to fulfill their housing counseling mission. The time is now to encourage the creation of public/private partnerships for the provision of affordable housing and to do all that is feasible to establish a workable solution to the housing crisis that is experienced by the low-to- moderate income in America.

Thank you again for the opportunity to testify on the "Successful Homeownership and Renting through Housing Counseling Act." H.R. 3938, "Expanding Housing Opportunities through Education and Counseling." I would be happy to answer any questions that the Subcommittee may have.

Resume

Chapman D. Walsh

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EXPERIENCE

1998-Present GREEN FOREST COMMUNITY DEVELOPMENT CORPORATION Decatur, GA. "Call DeKalb H.O.M.E." Director

1990-1998 Realtor. CENTURY 21 MC VISION REAL ESTATE INC., NEW HAVEN, CT

- Created state-of-the-art first-time homebuyer seminars.
- Market program through media: television, radio, and newspaper.
- Collaborate with city, banks, realtors and developers to enhance homebuyer programs.
- Represent corporation on numerous boards and partnerships.
- Pre-qualify prospective buyers, coordinate home search.
- Execute and arbitrate offer and contract.
- Monitor contracts with attorney through closing.
- Coordinate loan origination, and expedite commitment from lender.

1988 - 1990 URBAN MANAGEMENT, INC., NEW HAVEN, CT Property Manager

- Interviewed, screened and assessed prospective tenants.
- Prepared and executed leases for accepted candidates.
- Coordinated maintenance system for properties.
- Inspected properties for government agencies.
- Scheduled sessions to mediated and resolve tenant disputes.
- Initiated and finalized eviction process.
- Prepared monthly financial reports.

1979 - 1988 STATE OF CT., DEPT. OF MENTAL RETARDATION, MANSFIELD, CT MRW III

- Managed daily operation of group home.
- Developed with staff, work programs for independent living.
- Monitored, counseled, and conducted life skills training: time management, employment, and banking.
- Coordinated support systems and modified needs assessments as client gained new skills.

EDUCATION & PROFESSIONAL AFFILIATION

- **BA, Liberal Arts, University of Connecticut – 1981(pending)**
- **State of Georgia Licensed Real Estate Sales Person - 1997**
- **New Haven Board of Realtors - 1994**

AWARDS

- **Property/Leasing Manager of the Year 1996**
- **Lead Sales Representative 1994 and 1995**
- **Realtor of the Year 1994**
- **Top Rental Agent 1993**

The Amount And Source Of Federal Grants Or Contracts Received Within The Current And Prior Two Fiscal Years

Green Forest Community Development Corporation has received (in 2003) **Community Development Block Grant Funds** of **\$35,000** from the **DeKalb County Department of Human and Community Development Department**, 1807 Candler Road, Decatur, Georgia 30032, (404) 286-3349. <http://www.co.dekalb.ga.us/commdev/>

Green Forest Community Development Corporation has received (in 2002) **HUD HOUSING COUNSELING** Funds of **\$18,000** from **Housing Opportunity, Inc.** 133 Seventh Avenue, McKeesport, PA 15134, Telephone (412) 664-1590.

Green Forest Community Development Corporation has received (In 2003_ **HUD HOUSING COUNSELING** Funds of **\$35,000** from Home Free-USA. 318 Riggs RD, NE, Washington, DC 20011, Telephone 1-800-289-4632. <http://www.homefreeusa.org/>



For further information please contact:

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