

New Beginnings

Salisbury Community Development Corporation



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Words of Wisdom

Save Your Home Expo comes to Salisbury



Regina Green

“So many people are unaware that there is help out there. I’m hoping that we will keep some from waiting too late.”

Regina Green
Foreclosure Prevention
Outreach Coordinator
North Carolina Housing Coalition

“Some don’t want others to know how bad their situation is. There is a stigma to foreclosure.”

Tami Hinton
Director of Consumer Affairs
Office of the Commissioner of
Banks



Tami Hinton

“I represent homeowners against predatory lenders. Legal Aid is a non-profit organization. We don’t charge for our services. I focus on foreclosure. It is righteous work.”

Melany Earnhardt
Attorney at Law
Legal Aid of North Carolina



Melany Earnhardt

More stories and help inside

Just before the Save Your Home Expo on May 20, James explained why he was there. “I have a problem. I filed for bankruptcy and then my lender foreclosed on my house.” Before he left that evening, James heard from and talked to the people who could help him resolve what has become an all too common problem for Americans.

The free expo brought together representative from three state agencies, the Federal Housing Administration, Rowan County United Way, two local banks and the City of Salisbury. They shared a common mission: to keep people in their homes. The expo was organized by the Salisbury Community Development Corporation as a two-hour class on how to get help with repayment plans, loan modification, partial claims, bankruptcy, pre-foreclosure sales and deed-in-lieu.

It was a first step in what has become a long, far reaching, heartbreaking, but ultimately, successful process.

Despite efforts of servicers, homeowners and the government, the foreclosure crisis continues to worsen. These signs point to more foreclosures in 2010 than in 2009.

**State (N.C.) Foreclosure Prevention Working Group:
Analysis of Mortgage Servicing Performance
Data Report #4, January 2010**



Cynthia Durant

"I monitor 111 HUD-approved agencies in North Carolina. Not only do they not charge you for their services, they better not charge you for assistance you receive from them!"

Cynthia Durant
Federal Housing Administrator
United States Department of Housing
and Urban Development

"Lou Adkins and Robbie Stevens have saved over 1000 homes from foreclosure. If you are having problems or anticipate problems, talk to your lender. If you can't find your lender, Lou and Robbie will find your lender."

Steve Fisher
President, F&M Bank



Steve Fisher

What programs help prevent foreclosure?

- **North Carolina Home Protection Program (HPP):** Lost your job? HPP may be able to help you keep it. It can provide a loan to pay your mortgage while you look for a job or train for a new one.
- **Making Home Affordable:** A comprehensive federal program to get the housing market back on track through loan modification or refinancing. To check on your eligibility visit the government Web site, www.makinghomeaffordable.gov.
- **Fight NC Foreclosure:** Your CDC counselor will help you develop a plan of action that includes communicating with your lender, gathering information necessary for assistance programs, reducing discretionary expenses, accessing community resources, asking your lender for more time and other actions.
- **Scam Prevention:** It is illegal to charge upfront fees for foreclosure assistance. Scam artists often target homeowners who are struggling to meet their mortgage commitments or anxious to sell their homes. See your CDC counselor for assistance.
- **One Time Payment:** Since the closing of the Pillowtex plant in Kannapolis in 2003, the Rowan County United Way has made funds available to CDC for a one-time mortgage payment. See your CDC counselor for details.

Do I qualify for HPP?

Yes, if you meet these eligibility guidelines:

- Have lost your job due to changing economic conditions
- Have a mortgage that is secured by real property
- Have a satisfactory mortgage and installment payment history prior to losing your job and
- Be a legal resident of the United States who owns property in North Carolina that is your principal residence.
- **What Do I Do First?** Make an appointment with Lou (704-638-2154) or Robbie (704-638-5383) and complete an application.

Our goal is to help you keep your home.

Lou Adkins
Housing Counselor
Salisbury Community Development Corporation



How We have Helped: CDC Stories

An HPP Success Story: John was enrolled in an advanced computer training program in Charlotte after being laid off at Freight Liner. His wife, Jane, worked part-time outside the home and full-time at home with the couple's two pre-school age children. Full time employment for Jane would have taken nearly her entire salary for day care. With the reduced income, they had gotten behind in their mortgage. Community Development Corporation counselors were able to get the couple a no-interest loan through the North Carolina Home Protection Program (HPP). The loan would become due in 15 years. John and Jane had to agree to financial counseling as part of the loan provisions.

A Community Development Block Grant (CDBG) Success Story: Vera is an elderly woman with an easy smile who gets by on a fixed income. She had her roof repaired a few years ago, but the repair didn't last very long. She called CDC to see if they could help. City inspectors determined that her roof needed to be replaced and that her ceilings, walls, closets, gutters, furnace and windows also needed work. Since Vera is a low-income homeowner within the city limits,

she qualified for a Community Development Block Grant. With the grant all her housing problems were cleaned, fixed or replaced including her furnace. Vera now has a new energy efficient heating and central air-conditioning system.

As long as Vera maintains her home for 20 years, the grant is forgiven. If she were to sell the home or if her descendants did not assume ownership of the residence or qualify for a block grant at her death, the \$18,000 grant would become due. Payment would go to the block grant program.

A Making Home Affordable Success Story: Although this is a success story, it took 19 months for it to have a happy ending. It took CDC Counselor Lou Adkins six months to get her client, Betty, a elderly woman on Social Security, a temporary loan modification. That temporary modification was to continue for only three months – time for the bank to approve a permanent loan modification that was no more than 31% of Betty's income. It took the bank seven months to approve the modification. During that deliberation Lou and Betty had to resubmit current documents for approval.

The permanent loan modification stretched out the loan for Betty. She

Mission

Salisbury Community Development Corporation is a catalyst to improve the quality of life in selected neighborhoods within the greater Salisbury area. Through utilization of innovative and creative methods, the CDC seeks to:

- **Develop** attractive, quality, affordable housing,
- **Encourage** partnerships among other organizations with common goals and interests, *and*
- **Empower** individuals and families to become self-sufficient

will catch up on her missed payments at the end of the loan period. Lou negotiated with the bank's Loan Modification Department. On her own, Betty got no further than the Collections Department.

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Salisbury Community Development Corporation

Making dreams come true.

Call 704-638-5245

Or 704-638-2154

It's NEVER too late to stop a foreclosure!

Newsletter Editor: Pete Prunkl

A One-Time-Payment Success Story:

Bill and Janet were three months behind on their mortgage payment when they heard about the Community Development Corporation (CDC). Their bank had already started foreclosure procedures, but had not yet turned their case over to an attorney. Bill tried to pay the bank one of the three payments he owned, but because of the pending foreclosure, the bank was unable to accept only a single payment.

Bill and Janet met with CDC Counselor Robbie Stevens. Through funds given to CDC by the Rowan County United Way, Robbie was able to make one of the three payments for Bill and Janet. The couple was

able to come up with a third payment—they had already set aside the first payment for the mortgage.

With three payments in hand, Robbie was able to get the bank to stop foreclosure. The couple is still responsible for all late fees incurred during the time they had fallen behind, but their loan payments were now current.

“Rowan County United Way has provided CDC with these funds since 2003 when the Pillowtex plant closed,” said Robbie. “They are the only United Way in North Carolina that we are aware of that makes funds available for a one-time mortgage payment.”



You qualify for One Time Payment if:

- You've been permanently laid off from your job.
- You are a resident of Rowan County.
- The lay off was for economic reasons and through no fault of your own.
- You are receiving unemployment insurance.
- You are making payments on real estate.
- Your mortgage payment is due or past due.



Bob Lippard

“The United Way of Rowan County is fortunate to have found a partner in Salisbury CDC. Together we began a pioneering strategy to address the needs of people at risk of losing their homes.”

Bob Lippard
Executive Director
Rowan County United Way