

Cross-Sector Strategies that Promote the Financial Strength of Low-Income Families and Communities

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Outline for Today's Talk



- **People “vs.” Place**
- **Wealth Gap Stats, and why CD practitioners should care**
- **Cross Sector Strategies**
 - Community Action Agencies and Maryland Community Fellows
 - HOPE Initiative / Neighborhood Conservation Initiative
 - Food Desert Initiative
 - Sustainable Communities
- **Others:**
 - Baltimore Integration Partnership
 - Healthcare Investment Zones
 - Green & Healthy Homes

People vs. Place



Funders and Practitioners are often in silos with respect to investing in *people-focused*

OR

place-based approaches to assisting lower income families and their communities...

...however, it turns out that...

People live in Places



Wealth Gap Stats



- **Persistent and Growing Wealth Gaps relative to...**
 - Renters and Homeowners
 - Whites and Minorities
 - Retirement Needs

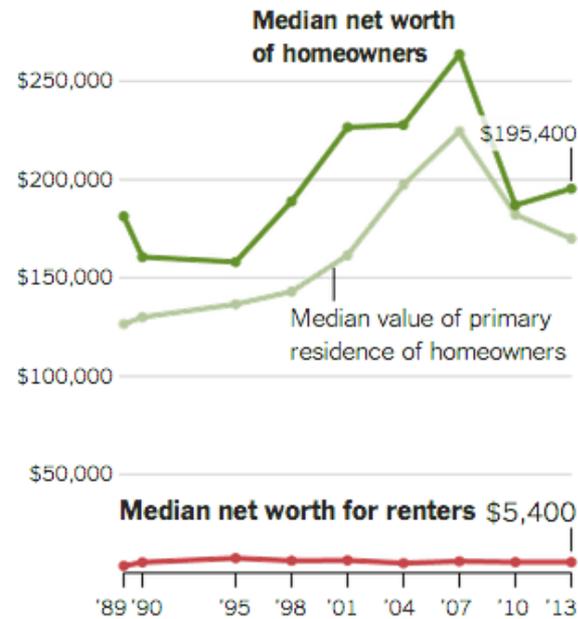
Wealth Gap Stats



- **Renters and Homeowners**

Gap in Net Worth

Figures in 2013 dollars.

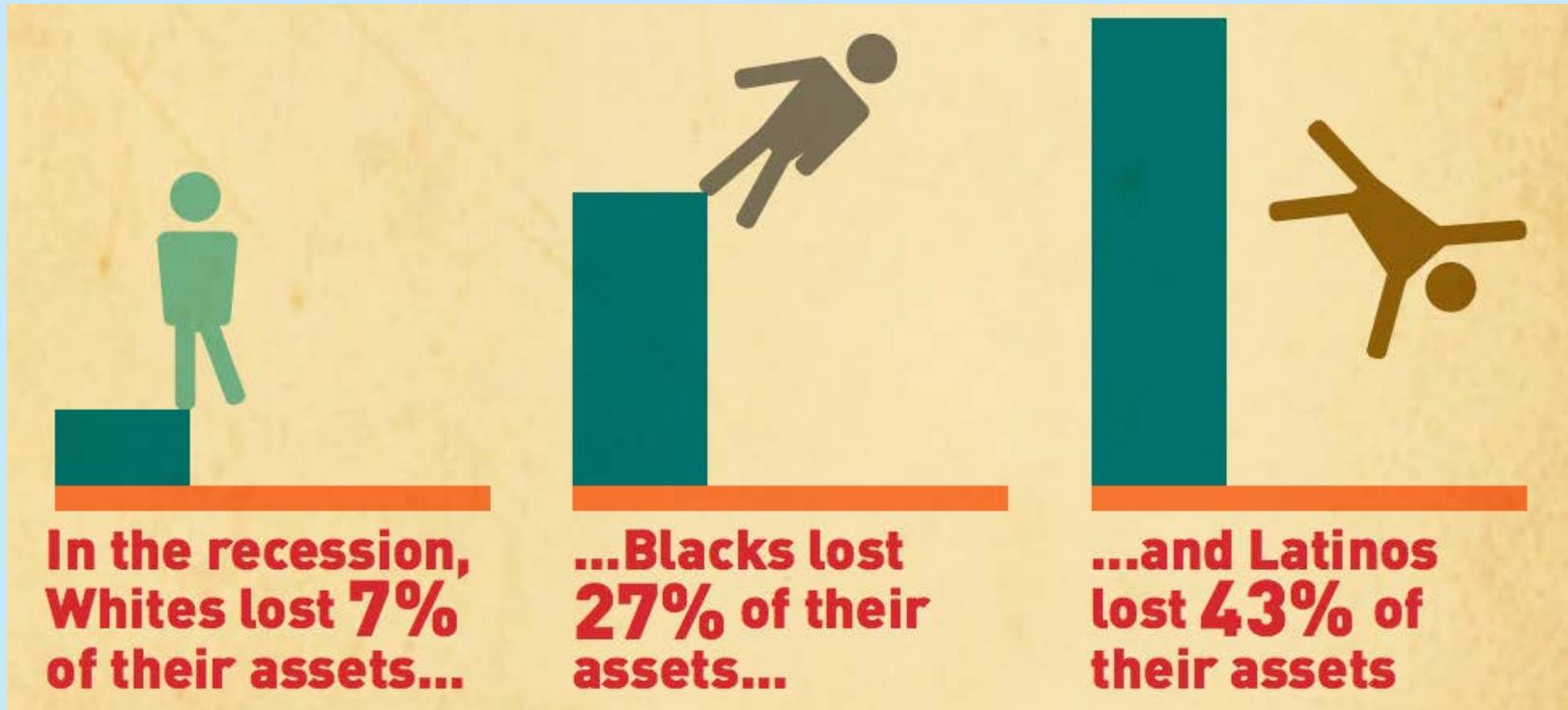


Source: analysis by Center for Responsible Lending of Federal Reserve Board's Survey of Consumer Finances

Wealth Gap Stats



- Racial Disparities

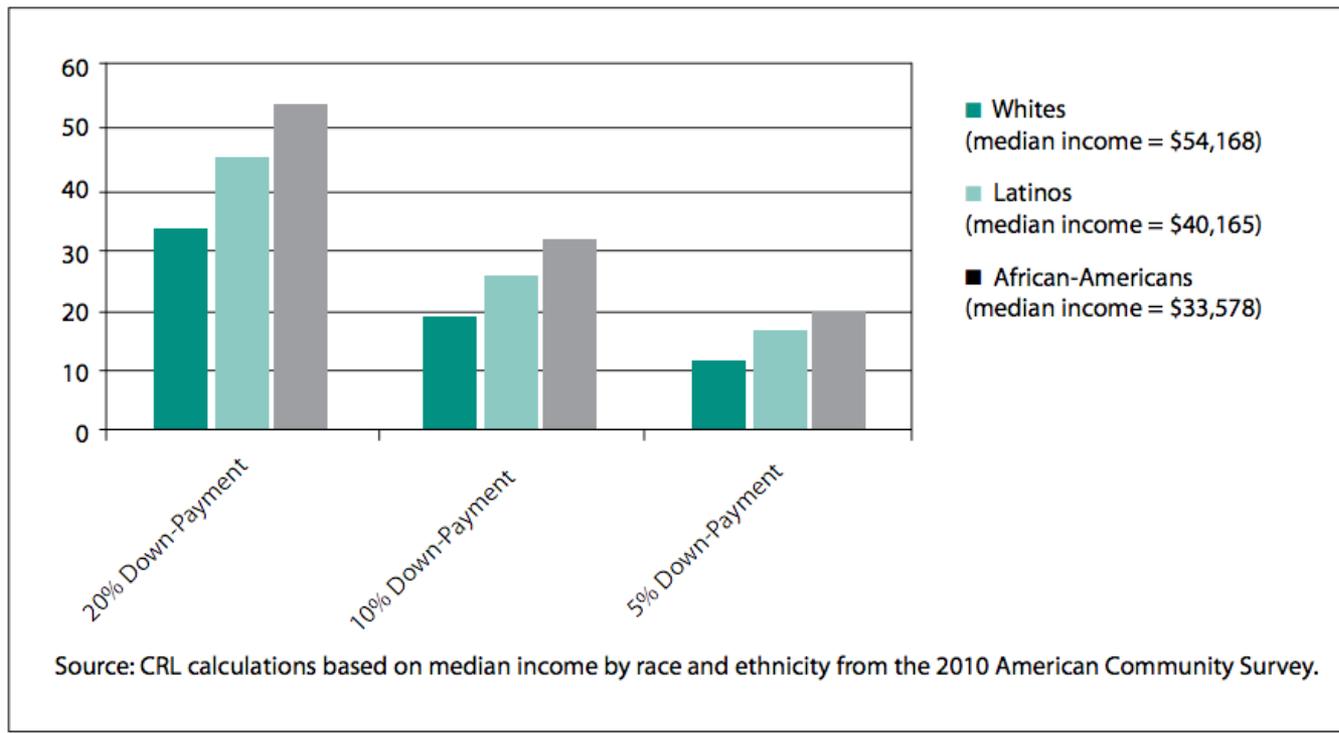


Wealth Gap Stats



• Racial Disparities

Figure 22. Years to Save Down-Payment, by Race/Ethnicity

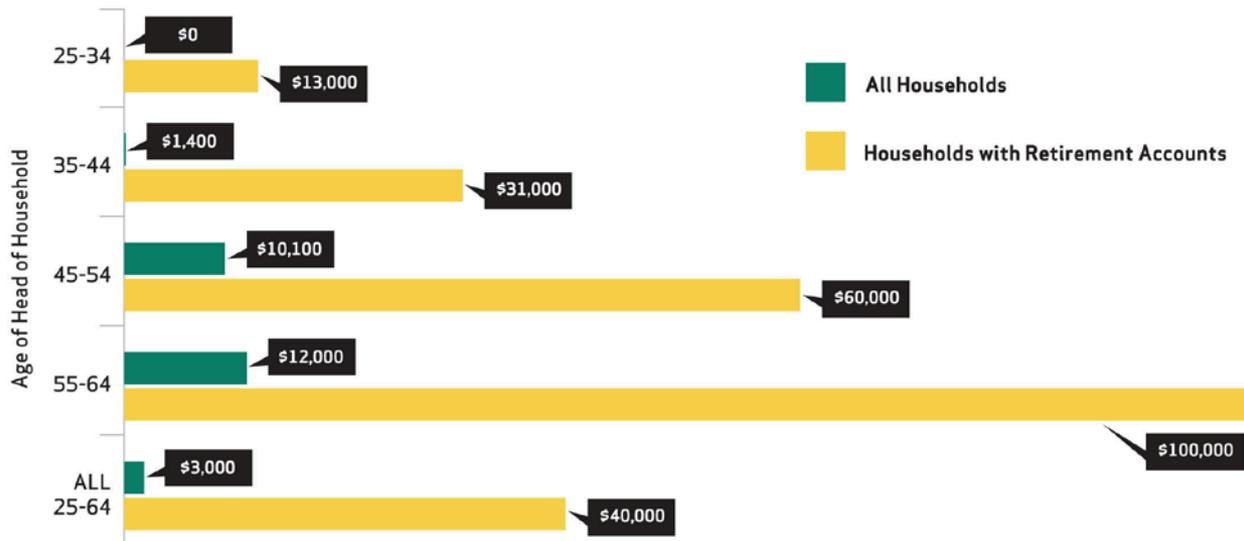


Wealth Gap Stats

- Retirement Gap

Figure 9: **Typical Working-Age Household Has Only \$3,000 in Retirement Account Assets; Typical Near-Retirement Household Has Only \$12,000**

Median retirement account balances, households with retirement accounts vs. all households, 2010



Source: Author's analysis of 2010 SCF.

Cross-Sector Strategies



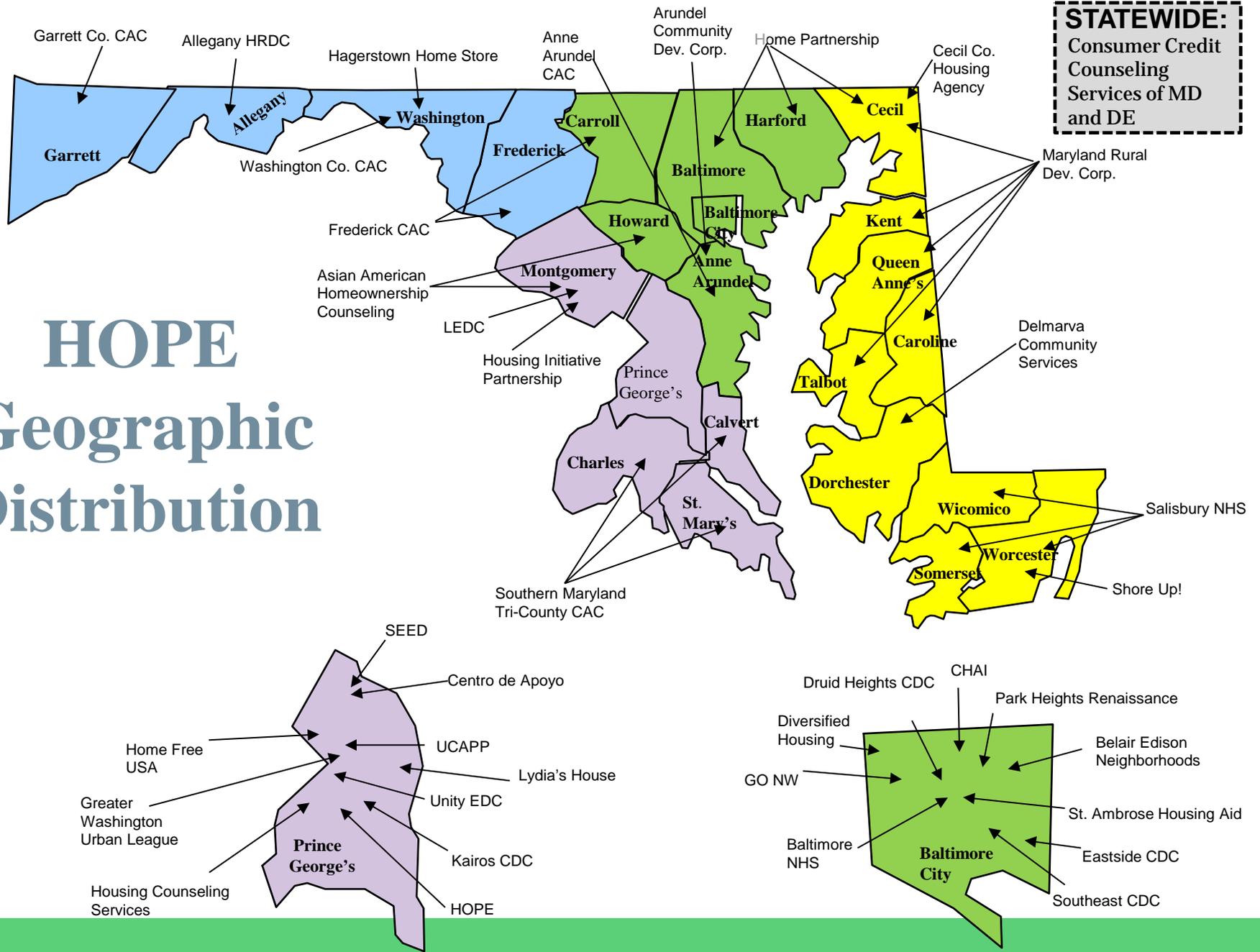
- **Cross-Sector Strategies**
 - Community Action Agencies and Maryland Community Fellows
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Cross-Sector Strategies: HOPE



- **Home Owners Preserving Wealth (HOPE) Initiative**
 - **Community Engagement / Task Forces**
 - **Consumer Focused Legal and Regulatory Reforms**
 - **Consumer Outreach & Education**
 - ✦ **Major investment in building the capacity of nonprofit housing Counseling and Legal Services**
 - ✦ **Partnership with private sector legal providers**
 - ✦ **Peer Networking of Practitioners / Ongoing education**
 - ✦ **Community-based workshops as portal to services**

HOPE Geographic Distribution



Cross-Sector Strategies: HOPE



- **HOPE results since 2008:**
 - 105,000 Maryland households received free counseling and legal services
 - More than 50,000 achieved loan modifications, ranking Maryland 5th nationally in number of loan modifications relative to population.
 - Maryland consumers received \$1.4 billion in financial relief through National Attorney Generals Settlement, \$600 million more than originally projected relative to foreclosure volumes.

Cross-Sector Strategies: Community Action

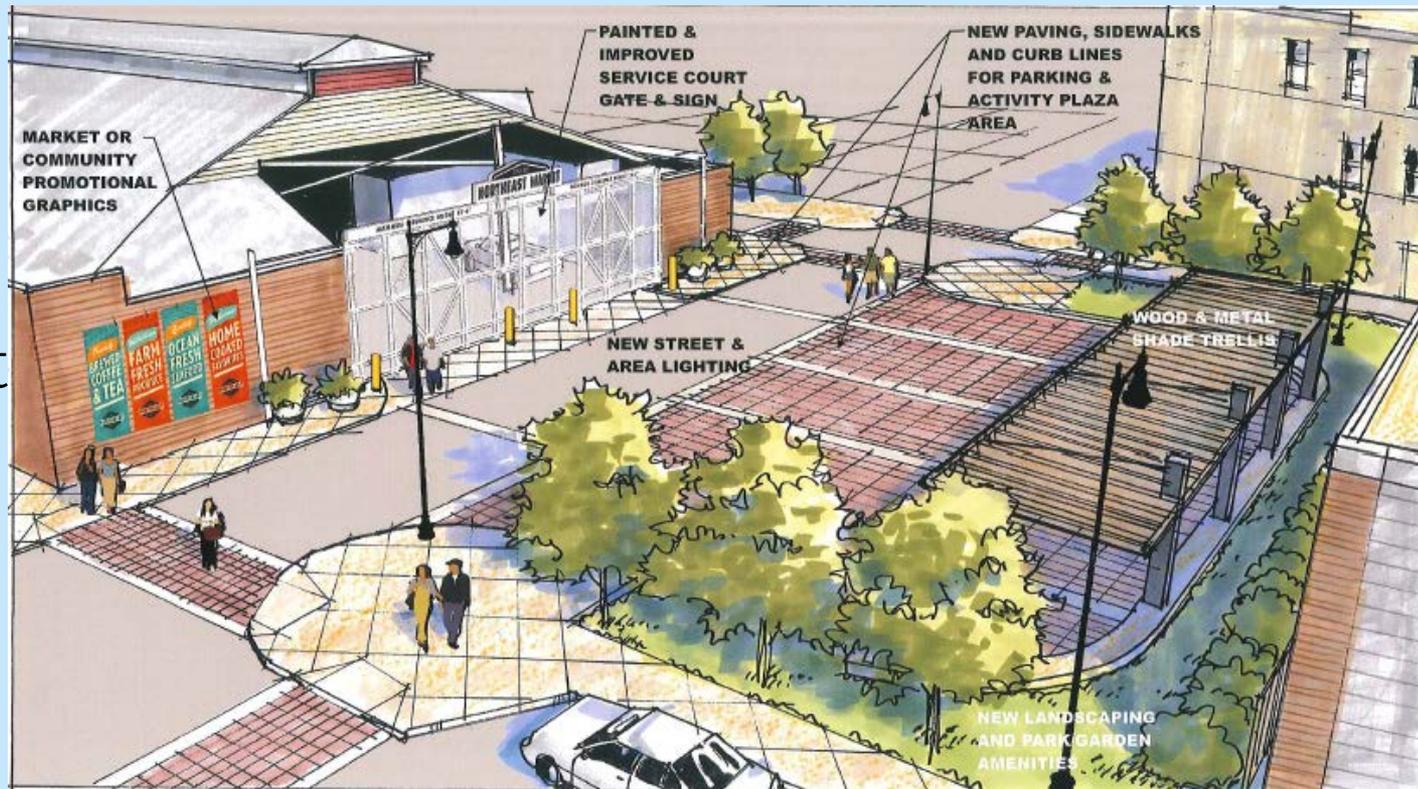


- **Maryland Community Fellows, 2011 thru 2014**
 - To build the capacity of Community Action Agencies and related agencies to connect more consumers to the EITC and also encourage increased savings through such efforts as U.S. Savings Bond campaigns
 - Seven participating CAAs have hosted 30 Fellows, including 9 that started in September of 2014
 - Fellows provide 20 hours of work per week, translating to 180 additional hours per week in the coming school term
 - Participating jurisdictions have generated just under 25,000 tax returns

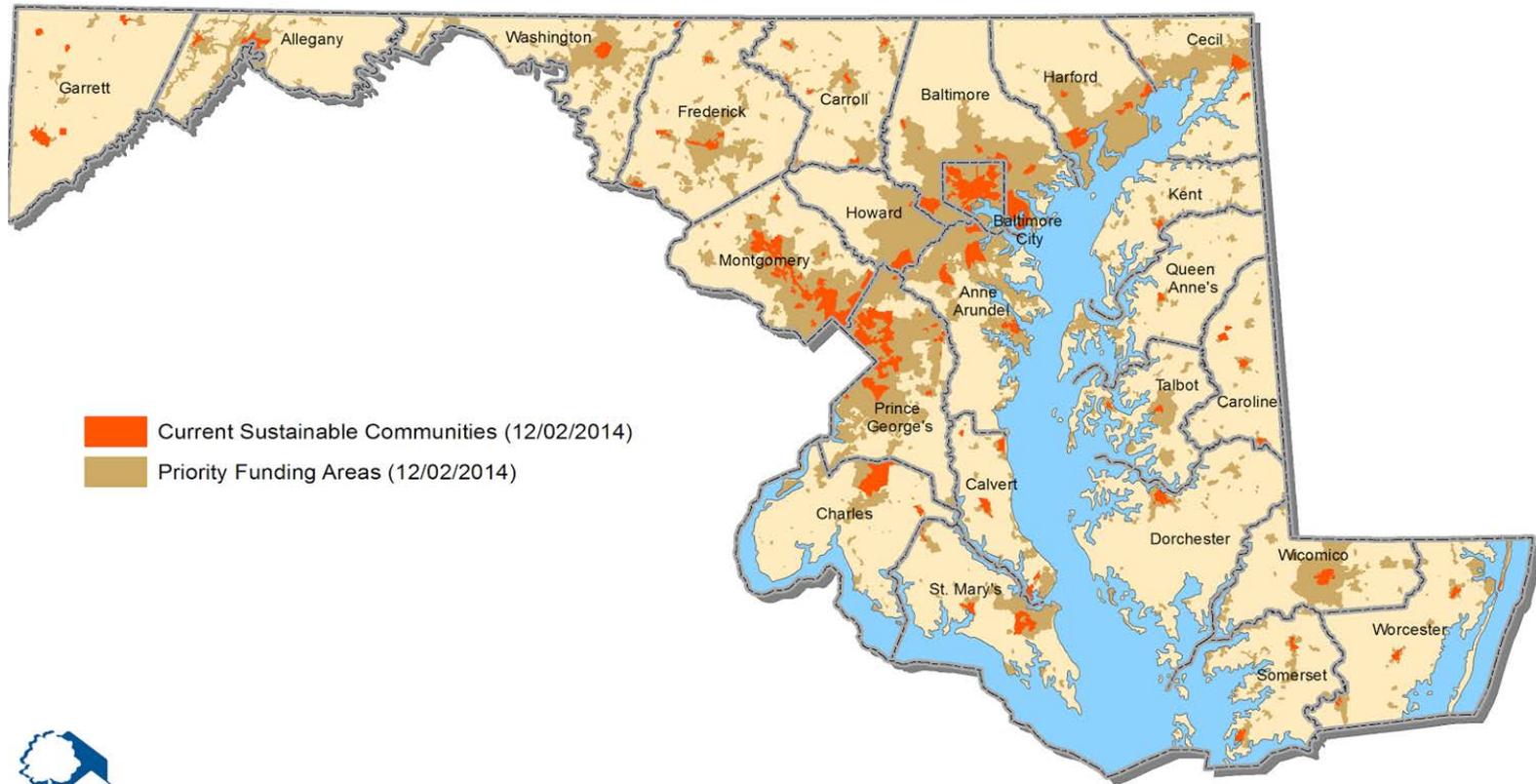
Cross-Sector Strategies: Food Deserts



- North



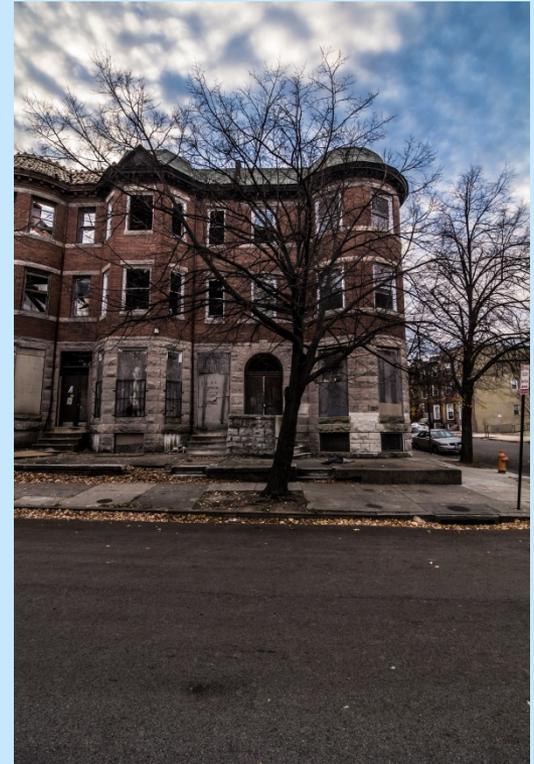
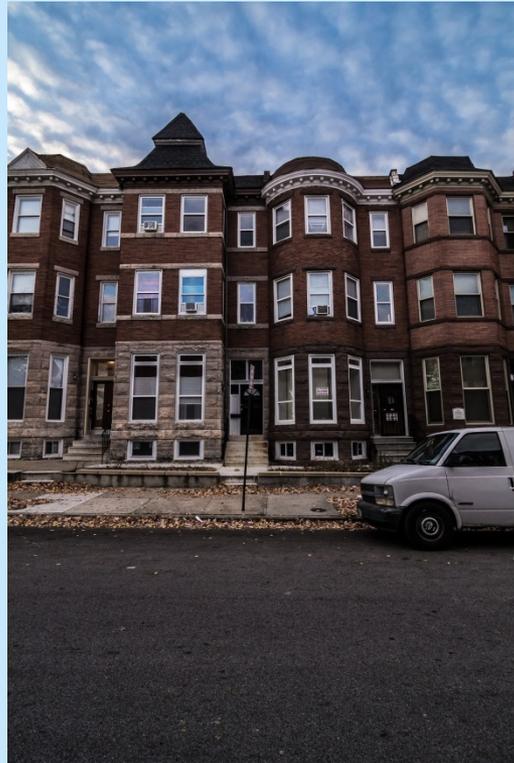
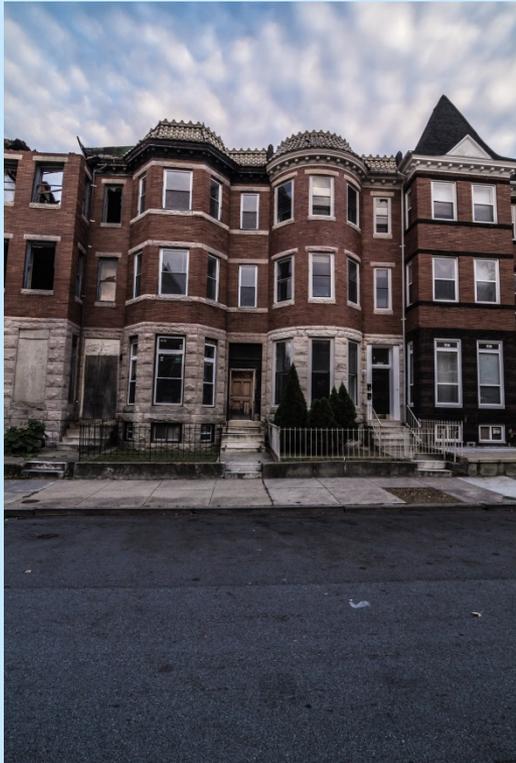
Cross-Sector Strategies: Sustainable Communities



Cross-Sector Strategies: Sustainable Communities



Baltimore Regional Neighborhoods Initiative



Strategic Demolition Fund



Cross-Sector Strategies



- **Others:**
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Thank You. Questions?



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