



**HUB Tiger Team  
Meeting #1- Meeting Summary  
June 21, 2022**

**Facilitation:** Stacy Caldwell, Steve Frisch, and Tara Zuardo

**Attendees:** Emily Setzer, Amy Kelley, Jill Sanford, Sache Cantu, Tom Murphy, Seana Doherty, Stacy Caldwell, TNancy Costello

**Goal of this Meeting:** Provide feedback and shape the direction of a pilot Hub to launch within the next 6-12 months

Agenda Item	Discussion	Next Steps
I. Review: The Hub	The Tiger Team reviewed the housing hub as defined in the <a href="#">regional housing implementation plan</a> . The hub will be an iterative process that works with housing developers and entitlement agencies to maximize and speed up housing production through tools (like the pitch sheets) and innovative policy.. A goal of the hub is to bring housing to ten sites within ten years.	
Open Discussion around the need and role of the hub	The Tiger Team spent a lot of time discussing the need for a regional hub, who would be the key customer/stakeholder, and the essential functions of it.	

	<p><u>The Need/Role of the hub:</u></p> <ul style="list-style-type: none"> <li>● There was consensus that there is a need to speed up the entitlement process.</li> <li>● Discussion focused on whether or not the hub is a duplication of the work of agency staff planners or architect and engineer firms. <ul style="list-style-type: none"> <li>○ Steve and Stacy articulated that the hub is in addition to the existing capacity/roles. <ul style="list-style-type: none"> <li>■ It would bring projects to predevelopment meetings closer to ready, shortening the timeline to approval.</li> <li>■ The hub would link together community readiness and funding sources, acting as a “facilitator”, “liaison” or “holder” of the <b><u>FULL</u></b>* process from beginning to end. *It’s important to note that many projects fall through between approval and proformas and that market forces can create roadblocks in a project. And that securing funding is a simultaneous process from the beginning.</li> </ul> </li> <li>○ Not every developer has access to engineers, planners, or consultants, especially achievable housing that we hope to bring to bear.</li> <li>○ The hub would be able to facilitate political buy-in, show developers community readiness/support (for ex. It is appealing to developers that</li> </ul> </li> </ul>	<p>Bring the Hub back to MHC partners (potentially at the July quarterly meeting) and present the value proposition of the hub. We discussed presenting the business canvas, introducing a role playing activity to showcase the potential pitfalls and successes in the entitlement process through a developers eyes or inviting Chris Romero to speak.</p>
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	<p>there is a coalition willing to work with them to build housing),</p> <p><u>Who:</u></p> <ul style="list-style-type: none"> <li>• The primary stakeholder is smaller-to-mid-size developers who need assistance navigating the different stakeholders (where to go) and processes. However it doesn't preclude market rate developers getting into workforce housing or large developers either.</li> <li>• Project start and end dates: Fall 22-24\</li> <li>• We need to develop a full work/business plan to determine who will do what, including key milestones and timeline</li> <li>• Project evaluation pending full business plan.</li> </ul>	
II. Public agency and Community Feedback	<ul style="list-style-type: none"> <li>• The hub doesn't define a role connecting community members to housing programs. <ul style="list-style-type: none"> <li>○ More discussion is needed if this should be a key function/role.</li> </ul> </li> </ul>	Important that the jurisdictions are part of theHub to have skin in the game.
III. Business Canvas	<ul style="list-style-type: none"> <li>• See attached for pdf of the business canvas</li> <li>• Additional inputs to consider: <ul style="list-style-type: none"> <li>○ output to developers (how many hours do they get?),</li> <li>○ add communication as a skill for management</li> <li>○ Consider a model that provides core services and then brings in contractors/expertise as needed</li> </ul> </li> </ul>	<ol style="list-style-type: none"> <li>1. Reevaluate and work on the business canvas at our next meeting.</li> <li>2. Vet business plan and launch over the next 6-12 months.</li> </ol>
IV. Funding	<ul style="list-style-type: none"> <li>• Pilot would be subsidized. Once off the ground, we can build a revenue model.</li> </ul>	

	<ul style="list-style-type: none"> <li>○ The value is ten sites across the finish line.</li> <li>● Currently TTCF has raised \$140K in seed funding from private donors. Would like to have two years of funding to be able to prove the pilot.</li> </ul>	
VII. Closing: Who is Missing?	<ul style="list-style-type: none"> <li>● Immediately <ul style="list-style-type: none"> <li>○ Board of Realtors</li> <li>○ CATT</li> <li>○ Jurisdictions</li> <li>○ Potential customer- the developer (invite Chris Romero)</li> </ul> </li> <li>● In the future <ul style="list-style-type: none"> <li>○ connect with funders</li> </ul> </li> </ul>	
<b>Next Meeting</b>		<b>July 13th, 3-4:30 PM</b>