

# Info about this whole ROC USA / ARNL / CTAP thing

## Background (sorry for all the acronyms!)

A mobile home community, **North Lamar Community Mobile Home Park**, has decided it wants to purchase its land and become a tenant-owned cooperative.

They organized as **Asociación de Residentes de North Lamar (ARNL)** and contacted their landlords.

Their landlords have said they'll sell, but **only** if they work with **Resident Owned Communities USA (ROC USA)**. ROC USA's purpose is to lend money to mobile home communities and help develop them into cooperatives.

Since ROC USA works with mobile home communities across the country, it actually *does this development work* by partnering with local **Certified Technical Assistance Providers (CTAPs)**.

A CTAP is an organization with cooperative development experience which actually assists the mobile home community in its transition into a cooperative. ROC USA provides training and guidance but leaves the actual oversight to the CTAP. In return, they pay the CTAP.

**The bottom line: if ROC USA can find a CTAP in the Austin area, they will lend ARNL money so they can start a coop.**

As it turns out, CHEA may qualify as a CTAP.

## Why we want to do this

**This is a huge opportunity for CHEA.** What with the (potential) affordable housing bond, the land use code rewrite, and a growing local cooperative economy, we could very well be on the eve of **massive** cooperative housing development in Austin. The money, experience, and infrastructure we gain from acting as a CTAP can be used to start more houses, provide assistance to other coops, and seize this moment.

*Can I get a HELL YEAH?*

## FAQ

### **Does this mean the mobile home community will be part of CHEA?**

No. ARNL is a separate organization and it would operate independently of CHEA. CHEA will still have just 2 houses.

### **Will CHEA be a part of ROC USA?**

Short answer: **no**. Long answer: we would be part of the network of organizations that they work with. ROC USA would not be able to tell CHEA how to run its houses or interfere with anything outside of this CTAP project. Nobody will be telling us what to do. This is a partnership.

### **How much does this cost CHEA?**

Nothing. The initial funding for an employee would come from a grant and after 2 years the position would pay for itself (and then some) from the fees we earn as a CTAP.

### **What would CHEA's responsibilities be?**

Our job would be

- to hire an employee,
- make sure they're doing their job, and
- pay them with free money.

ROC USA will pay for training and outline their responsibilities. NASCO Properties has indicated it can help with cooperative or real estate development questions that we can't answer (NP's involvement is the sole reason we're being considered).

*Literally all we have to do is make sure an employee is doing what ROC USA asks them to do, and tell them to ask NP when they have a question.*

### **How long would we need to do this?**

ROC USA wants us to be involved for the lifetime of the loan. Further, there's an expectation that our employee will try and work with multiple mobile home communities, not just one. That's the employee's responsibility, though.

### **This has to be more complicated.**

Nothing worthwhile is easy, but that being said, this is kind of a slam dunk. We stand to profit from the creation of cooperatives while taking on almost no risk ourselves.

### **What's the current status?**

We are still working on our application; for all we know ROC USA may decide not to work with us. No contracts have been signed and nothing is written in stone. That's why we're bringing it up to the membership!