

## Virtual Meeting

### MINUTES<sup>1</sup>

Wednesday, 16 September 2020

#### ATTENDANCE:

**Members Present:** Cassie Dorsey, Mark Breaux, Renee Mankoff, Tina Hyatt, Yolanda Sonnier, Cheryl Mattis and Andrea Nunez (DCRS).

**Members Absent:** Janett Rundlett, Carolyn Leuba, Rachel Oslund, Marie Ritzenburg.

**Others in Attendance:** Daniela McDonald and Japiyot Singh (HopeWorks).

#### MEETING SUMMARY:

##### 1. MEETING OPEN

- a. 12:36 pm; Andrea Nunez, Office of Human Trafficking Prevention Manager, called the meeting to order.

Ms. Nunez welcomed virtual attendees to the second meeting of the HTPCC Real Estate committee. Cassie Dorsey was introduced as Chair of the committee. Upon her request, Andrea will act as Chair for the meeting. Cassie will actively take on the role moving forward.

##### 2. New Business

- a. Committee Goals: Andrea opened discussion to determine overall goals for the committee.

Cassie Dorsey thanked members for asking her to be Committee Chair and expressed that her hope is for the committee to establish overall goals to present at the next meeting.

- b. Building Awareness for Realtors: Renee Mankoff expressed the importance for building awareness among realtors and those involved in the industry. Ms. Mankoff noted that the committee should bring awareness to other realtors about the issue of human trafficking, what it is and what signs to look for. She suggested reaching out to real estate managers/ offices to attend sales meetings (mostly virtual due to Covid-19) to speak briefly on the issue.

Mark Breaux echoed his support, noting that it demonstrates this is a movement that the real estate industry is behind. Mr. Breaux offered to partner with Ms. Mankoff to attend and speak at various meetings.

Andrea described her experience providing a brief presentation during a sales meeting prior to Covid-19, which focused on what to look for and steps to take if suspected human trafficking.

Tina Hyatt shared that the presentation was well received and that brokers had expressed interest in more information, specifically next steps and how to help bring awareness.

- c. Information Cards: Andrea Nunez shared that she would like to create a small resource card, which would include important information and numbers, such as the National Human Trafficking Hotline. These would also include QR codes that lead to reputable websites for additional resources and information.

Renee Mankoff, Mark Breaux and Tina Hyatt agreed this would be a great resource to share with real estate offices and to leave for agents to pick up.

- d. Continuing Education for Real Estate Professionals: Andrea Nunez has created a training to provide guidance to real estate professionals. Two versions of the training will be available, one longer version and a shorter (approx. 10 minute) version that could be used during sales meetings. Ms. Nunez briefly discussed content and asked where in the community realtors are going.

Renee Mankoff and Mark Breaux commented they operate in homes, businesses, neighborhoods/surrounding communities, to include coffee shops, restaurants, etc.

Renee Mankoff recommended waiting to offer the full training until able to resume in-person, noting that online trainings are not as effective. Ms. Mankoff suggested using this time to finalize the training and submit for approval in preparation for in-person training. For the training to be approved, an outline must be created that proves it is beneficial to agents and their business, as well to protect the consumer.

Tina Hyatt added the importance of educating agents to protect the consumer through existing legislation such as the Safe at Home Address Confidentiality Program (renting or buying). Victims apply for the program ahead of time and are issued an ID card which includes the substitute address that's recorded when they purchase a property. Ms. Hyatt noted most agents are not aware of the program and need to have the information to write contracts.

Renee Mankoff noted training also needs to be expanded to include the title companies. These individuals have their own educational requirements under the Maryland Insurance Administration.

Andrea Nunez commented it would be beneficial to have a member from the title community serve on the committee.

### **3. Announcements and Events of Importance**

- a. September 17: Human Trafficking Prevention Coordination Council Meeting, 1:00 pm – 2:30 pm.

### **4. Additional Items for Discussion**

- a. General guidance for addressing suspected victims of human trafficking: Cassie Dorsey asked generally what to do when encountering a suspected victim of human trafficking.

Daniela McDonald, HopeWorks, shared that it is important not to portray what a trafficking victim may look like; adding that many victims do not identify as victims of trafficking.

Ms. McDonald and Andrea Nunez noted that it is important not to become involved on a personal level. It is recommended to call the National Human Trafficking Hotline, or HopeWorks if in Howard County.

**5. Next Coordination Council Meeting Date(s)**

- a. The next meeting of the HTPCC Real Estate Committee is to be determined. The meeting will be virtual.

**6. ADJOURNMENT:**

- a. The meeting concluded.
- b. Ms. Nunez pledged to promptly:
  - Create a pocket card to include important information and numbers, such as the Human Trafficking Hotline.
  - Email the draft PowerPoint training to committee members for feedback.
  - Add additional content to the PowerPoint (i.e., confidentiality program, American Safe at Home Act, next steps, etc.) and draft an outline to submit for training approval through Howard County Association of Realtors (HCAR) for continued education credits.

Minutes were drafted by: Briana Davis

**Notes:**

- 1) The meeting was conducted virtually due to the COVID-19 pandemic.

**Attachments:**

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