

November 1, 2012

Dear Prospective Client:

In the spring of 2009, WFN Consulting was awarded the opportunity to assist Westchester County, New York with revisions to their Analysis of Impediments to Fair Housing (AI) document. The genesis for this unique opportunity was the result of a landmark civil rights case (*United States ex rel. Anti-Discrimination Center of Metro New York v. Westchester County*).

This project (and all of its complexity), represented an opportunity for our company to be challenged in ways we could have only imagined. The final product was immense, and required careful analysis and scrutiny by Westchester County officials in a very compressed time frame. This was certainly expected, given the conditions imposed by the subsequent settlement agreement in addition to a number of other substantive issues that required approval by not only a Court-Ordered Monitor, but HUD as well. Thus, without the "other conditions being satisfied", Westchester's revised A.I., "*remains unacceptable to HUD*".

I have prepared this letter because in the context of conducting business development throughout the country, it has come to our attention that Westchester's inability to meet the full requirements imposed by the court-ordered settlement has in some way diminished our brand because the revised AI has yet to be approved by HUD.

As with any landmark civil rights litigation, there are many complex parts to the settlement reached between parties, and this case was no exception. The reality is that the AI was one small component and Westchester's Action Plan was/is delayed due to the interpretation of the County's responsibility in creating fair housing legislation that meets the standards imposed by the settlement agreement. As such, failure to comply with this element renders the work by our firm to be moot, but in no way indicates a poor understanding of the issues or the product we delivered as not meeting HUD's standards. This requirement, and not the revised AI, is the cause of the delays in funding and approval of Westchester's 2012 Action Plan.

The case surrounding Westchester has been, and continues to be, intricate and polarizing. I'm so proud of the effort our employees made in completing this project. It was uncharted territory and considering the unbelievably difficult circumstances, Westchester County's Planning Department as well as its elected officials, were instrumental in allowing our company to meet the deadline for submittal.

Because of the landmark lawsuit that precipitated WFN's re-write of the county's AI and HUD's intense scrutiny of the final document, the thorough and detailed analysis required for Westchester County's AI set the standard for all AIs successfully completed by our firm since that time. No other firm is better prepared to assist a jurisdiction with an AI that will meet HUD's new, heightened standards.

We stand by our work, and we stand by our client, Westchester County. And if you are considering us, remember this: we will stand by you too.

Kind Regards,



Nick Autorina, President  
WFN Consulting