



HFAs AT THE CENTER

AUSTIN
2018

**ANNUAL
CONFERENCE
& SHOWPLACE**

OCTOBER 13 – 16

REGISTER BY SEPTEMBER 14 AND SAVE
WWW.NCSHA.ORG/ANNUAL



Dear Member:

Acting at the center of the affordable housing delivery system, state HFAs leverage insight, ingenuity, and innovation to make an impact on the nation's continuing housing crisis.

HFAs play the central role in this system: They bring the capital and connectivity that align all the actors – lenders, builders and developers, nonprofits, federally funded entities, and the GSEs – and enhance their effectiveness in serving our underserved and hard-to-serve populations and communities.

Join NCSHA in October to explore and advance the capacity, creativity, and results that have made HFAs the “go-to” partner for solving some of the toughest, fastest-moving challenges in the housing market.

Where better to come together and learn from each other than the host city of South by Southwest (SXSW®)? We have outstanding networking and educational programs in store for you, capped by a celebration of affordable housing advancements from this past year.

See you in Austin!
Stockton Williams | Executive Director



#NCSHA18

REGISTER BY SEPTEMBER 14 AND SAVE
WWW.NCSHA.ORG/ANNUAL

SCHEDULE AT A GLANCE*

NCSHB

NCSHA is pleased to hold, in conjunction with its Annual Conference & Showplace, the National Conference of State Housing Boards (NCSHB) Educational and Development Workshop. The Workshop is offered as part of the conference, with the support of the NCSHB Board of Directors, to make its important HFA governance sessions available to more HFA board members from across the country.

The Monday and Tuesday conference sessions will continue to feature many topics relevant to HFA board members, as noted by the GO icon for Governance.

COMMUNITY MEET-UPS

The #1 reason NCSHA members come to the Annual Conference & Showplace? To learn from their peers. Scheduled on Saturday and Sunday, NCSHA Meet-Ups bring together communities of HFA members who share similar responsibilities for a robust exchange of ideas, best practices, and experiences.

Not yet a member of an NCSHA community group? Visit www.ncsha.org/community to review the available groups and join today.

SATURDAY, OCTOBER 13

SESSIONS ARE OPEN TO REGISTERED HFA AND ASSOCIATE MEMBERS ONLY. LUNCH IS ON YOUR OWN, UNLESS OTHERWISE NOTED.

9:00 a.m. – 6:30 p.m.
Registration & Information

9:00 a.m. – 6:30 p.m.
Donation Drive for LifeWorks

10:00 a.m. – 11:00 a.m.
NCSHB Educational & Development Workshop Session
NCSHA Update and Washington Report

Open to HFA board members and executive directors only.

11:00 a.m. – 12:00 p.m.
NCSHB Educational & Development Workshop Session
HFA Balance Sheets and Bond Programs

Open to HFA board members and executive directors only.

12:00 p.m. – 1:15 p.m.
NCSHB Educational & Development Workshop
Networking Lunch

Open to HFA board members and executive directors only.

1:00 p.m. – 2:30 p.m.
Opportunity Zone Focus Group Meeting

Open to HFA executive directors and their designated staff members (one per HFA) only.

Lunch available at 12:30 p.m.

1:00 p.m. – 2:30 p.m.
COMMUNITY MEET-UPS
→ **Federal Liaisons**
→ **Special Needs Housing**

1:00 p.m. – 2:45 p.m.
COMMUNITY MEET-UP
→ **Information Technology**

1:30 p.m. – 2:30 p.m.
NCSHB Educational & Development Workshop Session
HFA Board Member Governance and Ethics

Open to HFA board members and executive directors only.

2:45 p.m. – 3:45 p.m.
NCSHB Educational & Development Workshop Session
Housing Credit Hot Topics

Open to HFA board members and executive directors only.

2:45 p.m. – 4:15 p.m.
Hardest Hit Fund Meet-Up

2:45 p.m. – 4:15 p.m.
COMMUNITY MEET-UPS
→ **Multifamily Development**
→ **Section 8 Contract Administrators**

2:45 p.m. – 4:15 p.m.
Rural Housing Focus Group Meeting
Open to HFA executive directors and their designated staff members only.

3:00 p.m. – 6:00 p.m.
COMMUNITY MEET-UPS
→ **Communications**
→ **Human Resources**

4:00 p.m. – 5:00 p.m.
NCSHB Educational & Development Workshop Session
HFA Board Member Forum

Open to HFA board members and executive directors only.

4:30 p.m. – 6:00 p.m.
COMMUNITY MEET-UPS
→ **Internal Auditors**
→ **Multifamily Asset Management**

4:30 p.m. – 6:30 p.m.
COMMUNITY MEET-UP
→ **Single-Family Program**

NETWORKING

Leadership Circle Reception

Sunday, October 14

5:00 p.m. – 6:00 p.m.

Open by invitation only to HFA executive directors and board members, top affiliate supporters, and top-tier conference sponsors. To become a Leadership Circle member, contact Phaedra Stoger at membership@ncsha.org.



NCSHA is proud to recognize the Leadership Circle members for their generous support of the organization and this conference.

The President's Reception

Sunday, October 14

6:00 p.m. – 7:30 p.m.

Kick back Austin-style as we kick off NCSHA's 2018 Annual Conference & Showplace! Don't miss this opportunity to re-connect with old friends, make new contacts with NCSHA members from around the country, and relax in The Live Music Capital of the World.®

Annual Awards for Program Excellence

Monday, October 15

8:15 a.m. – 10:15 a.m.,

during the Opening Plenary

Join NCSHA as we honor the recipients of the 2018 Annual Awards for Program Excellence. These prestigious awards recognize state HFAs for their innovative programs, projects, and practices in support of affordable housing. During this ceremony, we celebrate the 2018 award winners and the outstanding work of all our HFAs. Many of the entries are featured in sessions throughout the conference.

Showplace Happy Hour

Monday, October 15

5:30 p.m. – 6:30 p.m.

Come to the Showplace to unwind with your peers and consult with the many business solution providers exhibiting this year.

SUNDAY, OCTOBER 14

SESSIONS ARE OPEN TO REGISTERED HFA AND ASSOCIATE MEMBERS ONLY. LUNCH IS ON YOUR OWN, UNLESS OTHERWISE NOTED.

7:30 a.m. – 4:00 p.m.
Registration & Information

7:30 a.m. – 4:00 p.m.
Donation Drive for LifeWorks

9:00 a.m. – 12:00 p.m.
COMMUNITY MEET-UP
→ Information Technology (cont'd)

9:00 a.m. – 10:30 a.m.
COMMUNITY MEET-UP
→ HOME and Housing Trust Fund

9:00 a.m. – 11:00 a.m.
NCSHA General Membership and Board of Directors Meeting

Open to HFA executive directors only. Breakfast available at 8:30 a.m.

9:00 a.m. – 11:00 a.m.
COMMUNITY MEET-UP
→ Single-Family Servicing

9:00 a.m. – 12:00 p.m.
COMMUNITY MEET-UP
→ Human Resources (cont'd)

10:45 a.m. – 12:15 p.m.
COMMUNITY MEET-UPS
→ Finance
→ Legal

11:30 a.m. – 1:30 p.m.
Executive Directors Forum

Open to HFA executive directors only. Lunch available at 11:30 a.m.

2:00 p.m. – 3:30 p.m.
NCSHB Annual Business Meeting and HFA Board Member Roundtable

Open to HFA board members and executive directors only.

2:00 p.m. – 5:00 p.m.
2018 Showplace Grand Opening

Open to all attendees.

3:00 p.m. – 3:30 p.m.
Sundaes in the Showplace

To sponsor this event, please contact Kimberly Carr at sponsors@ncsha.org.

5:00 p.m. – 6:00 p.m.
Leadership Circle Reception

Open by invitation only to HFA executive directors and board members, top affiliate supporters, and top-tier conference sponsors. To become a Leadership Circle member, contact Phaedra Stoger at membership@ncsha.org.



6:00 p.m. – 7:30 p.m.
The President's Reception

Open to all attendees.

BEST OF HFAS

The Best of HFAs sessions explore the innovative, creative work of HFAs and their partners. Many of the programs highlighted in these sessions were entries in the 2018 Annual Awards for Program Excellence.

CORE FUNCTION KEY

(CO) Communications

(FI) Finance

(GO) Governance

(HO) Homeownership

(HR) Human Resources

(IT) Information Technology

(LE) Legal

(MI) Management Innovation

(RE) Rental

(RU) Rural

(SN) Special Needs Housing

(SH) Sustainable Housing

MONDAY, OCTOBER 15

SESSIONS OPEN TO ALL REGISTERED
NCSHA MEMBERS.

7:30 a.m. – 5:30 p.m.
Registration & Information

7:30 a.m. – 5:30 p.m.
Donation Drive for LifeWorks

7:30 a.m. – 6:30 p.m.
2018 Showplace Open

Coffee available 7:30 a.m. – 8:15 a.m.

8:15 a.m. – 10:15 a.m.
Celebratory Opening Plenary
Featuring Presentation of the Annual
Awards for Program Excellence

*Seated breakfast served
8:00 a.m. – 9:00 a.m.*

10:15 a.m. – 10:45 a.m.
Networking Break in the Showplace

10:45 a.m. – 12:00 p.m.
CONCURRENT SESSIONS

- Balancing Cost and Quality in Affordable Housing (GO) (LE) (RE) (RU) (SH)
- Best of HFAs: Communication (CO)
- Best of HFAs: Finance (FI) (GO) (MI)
- Enabling Innovation: Aligning the Executive and Technological Visions (GO) (IT) (MI)
- Housing for Survivors of Domestic Violence and Trafficking (LE) (RE) (SN)
- Latest News from Washington, DC (CO) (GO) (LE)
- Update on FHA, USDA, and the GSEs (FI) (GO) (HO) (LE) (RU)

12:00 p.m. – 1:00 p.m.
Networking Lunch

12:00 p.m. – 1:15 p.m.
Photo-Op for Annual Award Recipients

12:45 p.m. – 1:15 p.m.
Coffee and Dessert in the Showplace

1:15 p.m. – 2:30 p.m.
CONCURRENT SESSIONS

- Best of HFAs: Homeownership (GO) (HO) (MI) (RU)
- Connecting Staff to Your Mission (CO) (GO) (HR) (MI)
- Integrating Housing and Healthcare (RE) (SN)
- Optimizing Compliance with Technology (IT) (RE)
- Regulatory Compliance Update (GO) (HO) (LE) (MI)
- Serving Persons with Disabilities: Section 811 and Beyond (RE) (SN)
- The HFA Role in Opportunity Zones (GO) (LE) (RE) (RU) (SH)
- The Housing Finance Market Today and Tomorrow (FI) (GO) (HO) (RE)

2:30 p.m. – 3:00 p.m.
Networking Break in the Showplace

3:00 p.m. – 4:15 p.m.
CONCURRENT SESSIONS

- Best of HFAs: Human Resources (GO) (HR) (MI)
- Combating the Shortage of Affordable Homes for Purchase (HO) (MI) (RU)
- Confronting the Opioid Crisis Through Housing (RE) (RU) (SN)
- Cybersecurity: Protecting Your Clients and Organization (IT) (MI)
- Media Training: Tips for Talking to the Press (CO) (GO) (MI)
- Mind the Gaps: Solutions for Multifamily Financing (FI) (LE) (RE) (RU) (SH)
- What's Going on with Millennial Homebuyers? (CO) (HO)

4:15 p.m. – 4:30 p.m.
Networking Break in the Showplace

4:30 p.m. – 5:30 p.m.
CONCURRENT SESSIONS

- Best of HFAs: Rental (GO) (RE)
- DIY Video Production (CO)
- Employment Law Update (GO) (HR) (MI)
- Housing Options for At-Risk Youth (RE) (SN)
- Navigating a Digital Mortgage Market (CO) (HO) (IT)
- Promoting Healthy Building Strategies (GO) (RE) (RU) (SH)
- Single-Family Finance Roundtable (FI) (HO)

5:30 p.m. – 6:30 p.m.
Showplace Happy Hour

TUESDAY, OCTOBER 16

SESSIONS OPEN TO ALL REGISTERED
NCSHA MEMBERS.

7:30 a.m. – 12:30 p.m.
Registration & Information

7:30 a.m. – 9:45 a.m.
Donation Drive for LifeWorks

8:00 a.m. – 9:15 a.m.
Tuesday Plenary Breakfast:
Austin Innovators

*Seated breakfast served
7:45 a.m. – 8:45 a.m.*

9:15 a.m. – 9:45 a.m.
Networking Break

9:45 a.m. – 11:00 a.m.
CONCURRENT SESSIONS

- Best of HFAs: Operations (FI) (GO) (HO) (MI) (RE) (SH) (SN)
- Best of HFAs: Special Needs Housing (GO) (RE) (SN)
- Blockchain: Fad or Revolution? (IT) (MI)
- Finance Lightning Round Q&A (FI) (HO) (LE) (RE)
- Getting the Most Out of Your Down Payment Assistance Program (FI) (HO) (MI)
- Implementing Income Averaging (GO) (LE) (RE) (RU)
- Tools and Resources to Promote Community Transformation (CO)

11:00 a.m. – 11:15 a.m.
Networking Break

11:15 a.m. – 12:30 p.m.
CONCURRENT SESSIONS

- Best of HFAs: Information Technology (GO) (IT)
- Best Practices in Succession Planning (GO) (HR) (MI)
- Building a Strong Brand: Consistency Matters (CO)
- Expanding Accessibility (LE) (RE) (SN)
- Financing Housing for Moderate-Income Families and Individuals (FI) (HO) (RE) (SH)
- Proactive Preservation (GO) (LE) (RE) (RU) (SH)
- Strengthening Relationships with Single-Family Partners (CO) (HO) (MI)

VISIT AUSTIN

The Live Music Capital of the World®, Austin is known for its world-renowned festivals, including SXSW® and the Austin City Limits Music Festival, and boasts more than 250 venues featuring rock, blues, jazz, hip hop, punk, or Latino shows nightly. Austin's universal appeal extends well beyond music to encompass outstanding dining experiences, world-class sporting events, and popular outdoor activities.

To begin planning your free time in Austin, visit www.austintexas.org.



GIVE BACK TO THE LOCAL COMMUNITY

NCSHA invites you to make a difference in the community of Austin by donating toiletries and self-care items to LifeWorks (www.lifeworksaustin.org), an organization providing a pathway to self-sufficiency for more than 4,000 youth and families each year, many of whom are facing life's most difficult challenges.

Please bring new, unopened, travel-sized toiletries (soaps, shampoos, toothpaste,

toothbrushes, deodorant, etc.) or new socks to the conference and place your donations in the designated collection containers near the NCSHA Registration Desk.

Learn more about LifeWorks' impact in Austin during the plenary on Tuesday, October 16.



PARTNER WITH NCSHA Put your company front and center with the nation's affordable housing leaders while you show your support for their critical mission: Sponsor, exhibit, and advertise during the 2018 Annual Conference & Showplace. NCSHA offers a variety of cost-effective, high-impact opportunities for your organization to reach this target audience.

SPONSOR Secure top recognition for your brand as a Platinum, Gold, or Silver sponsor. Or, perhaps you are interested in sponsoring a co-branded item or service for attendees. We are happy to work with you to design a sponsorship package tailored to meet the specific needs of your organization.

ADVERTISE Round out your exposure with a print ad in the Annual Conference & Showplace Program — THE guide to the entire conference. Distributed on site, this comprehensive guide includes the conference agenda, exhibitor profiles, and Showplace floor plan and serves as a daily reference for all attendees.

EXHIBIT Showcase your company's latest products and services in the Showplace! The hub of conference activity, the Showplace is designed to bring attendees directly to you for one-on-one interaction.

To learn more, visit www.ncsha.org/partner or email Kimberly Carr at kcarr@ncsha.org.

GENERAL INFORMATION

ATTENDANCE POLICY

Unless otherwise noted, sessions are open only to employees and board members of HFA, associate, and affiliate members of NCSHA. Members may not register as guests.

For information on becoming a member, contact membership@ncsha.org.

REGISTRATION FEES

Register by Friday, September 14, and save.

REGISTRATION	POSTMARKED	
	BY 9/14	AFTER 9/14
HFA or Associate Member (Saturday - Tuesday)	\$515	\$595
Affiliate Member (Sunday Reception - Tuesday)	\$695	\$785
Guest (Sunday and Monday Receptions only)	\$95	\$95

GUEST REGISTRATION

A special guest registration is available for \$95 that admits your guest to the President's Reception on Sunday and the Showplace Happy Hour on Monday. To register your guest, please contact the NCSHA Registrar at registration@ncsha.org; guest registration is not available online. All guests, including children of attendees, must present a guest badge to be admitted to receptions. *Each guest registrant must be associated with a registered conference attendee. NCSHA members may not register as guests.*

SPEAKER REGISTRATION POLICY

NCSHA requires that all speakers and discussion leaders register for the conference.

REGISTRATION AND PAYMENT

Registering and paying online are easy. Visit NCSHA's website at www.ncsha.org/annual and press Register. Credit cards are accepted for online registration only. To pay by check, print your invoice and mail it with payment to NCSHA. Make checks payable to NCSHA.

You can also register by fax or mail by printing the Registration Form located at www.ncsha.org/annual and returning it to NCSHA along with your payment as noted above.

Each registrant must pay in full prior to the conference. Only those who have paid in full will be admitted to conference activities.

SPECIAL NEEDS/DIETARY REQUESTS

If you have special needs under the Americans with Disabilities Act, or if you have special dietary requirements, please explain those needs in the space provided online in the ADA Needs text box on the Event Registration page or on the Registration Form.

CANCELLATION POLICY

Cancellations must be received in writing. Confirmation of faxed cancellations may be required. No refunds will be given for cancellations received after Tuesday, September 25, or for registrants who fail to attend the conference. "No shows" will be billed the full registration fee. A \$75 administrative fee will be deducted from all approved refunds.

CONTINUING PROFESSIONAL EDUCATION CREDIT

NCSHA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.



NCSHA's Annual Conference features a comprehensive series of sessions for both new professionals and seasoned practitioners. No advanced preparation is required for the conference; however, a basic knowledge of state housing finance agencies and their programs is necessary due to the intermediate program level. You can earn approximately 15.5 credits if you attend all sessions.

For more information regarding administrative policies, such as complaints or refunds, please contact NCSHA at 202-624-7710. To receive CPE certification, complete the CPE evaluation form available at the NCSHA Registration Desk.

CONTINUING LEGAL EDUCATION CREDIT

Those seeking CLE credit must apply directly to their state bar association. For more information, visit the NCSHA Registration Desk.

HOTEL ACCOMMODATIONS

Please make a reservation well before the Friday, September 14, hotel cutoff date to ensure availability.

Conference Headquarters

JW Marriott Austin
110 E 2nd Street
Austin, TX 78701
Phone: 1-888-236-2427

Conference Room Rate

King or Double Room:
\$279/night

ROOM RESERVATION POLICY

You must first register for the conference with NCSHA before you can make a hotel reservation within NCSHA's room block. The registration confirmation letter you receive will include the website link you need to make a reservation online at the conference headquarters hotel. Call-in reservations are not available for this conference.

Hotel rooms within NCSHA's room block are for Annual Conference & Showplace registrants. Once registered, please do not reserve multiple hotel rooms or make reservations in the block for people who are not registered for the conference. NCSHA will review the hotel reservation list weekly and notify people found holding duplicate reservations or reservations without corresponding registrations. **Failure to register someone within two business days thereafter will result in cancellation of these reservations within NCSHA's block without further notice.**

Visit us online at www.ncsha.org/annual for more information on conference accommodations and ground transportation options.

QUESTIONS Contact NCSHA at registration@ncsha.org or 202-624-7710 with registration or housing questions or for other assistance.



REGISTER
TODAY!

Early Registration and Hotel
Cut-Off Deadline: September 14

TOP-TIER SPONSORS

AS OF 8-8-2018

PLATINUM

MGIC

GOLD

PROLINK™
SOLUTIONS

usbank®



DON'T MISS NCSHA'S PREMIER MEMBER EVENT OF THE YEAR!

- > **Connect with more than 1,000 affordable housing leaders**
- > **Engage with industry experts during 40+ educational sessions**
- > **Network with your peers from around the nation**
- > **Celebrate the achievements of the Annual Awards for Program Excellence recipients**
- > **Discover solutions to your business challenges in the Showplace**



National Council of
State Housing Agencies

444 North Capitol Street NW, Suite 438
Washington, DC 20001