PROGRAM GUIDE

HEASATTHE CENTER

AUSTIN ANNUAL CONFERENCE & SHOWPLACE

OCTOBER 13 - 16

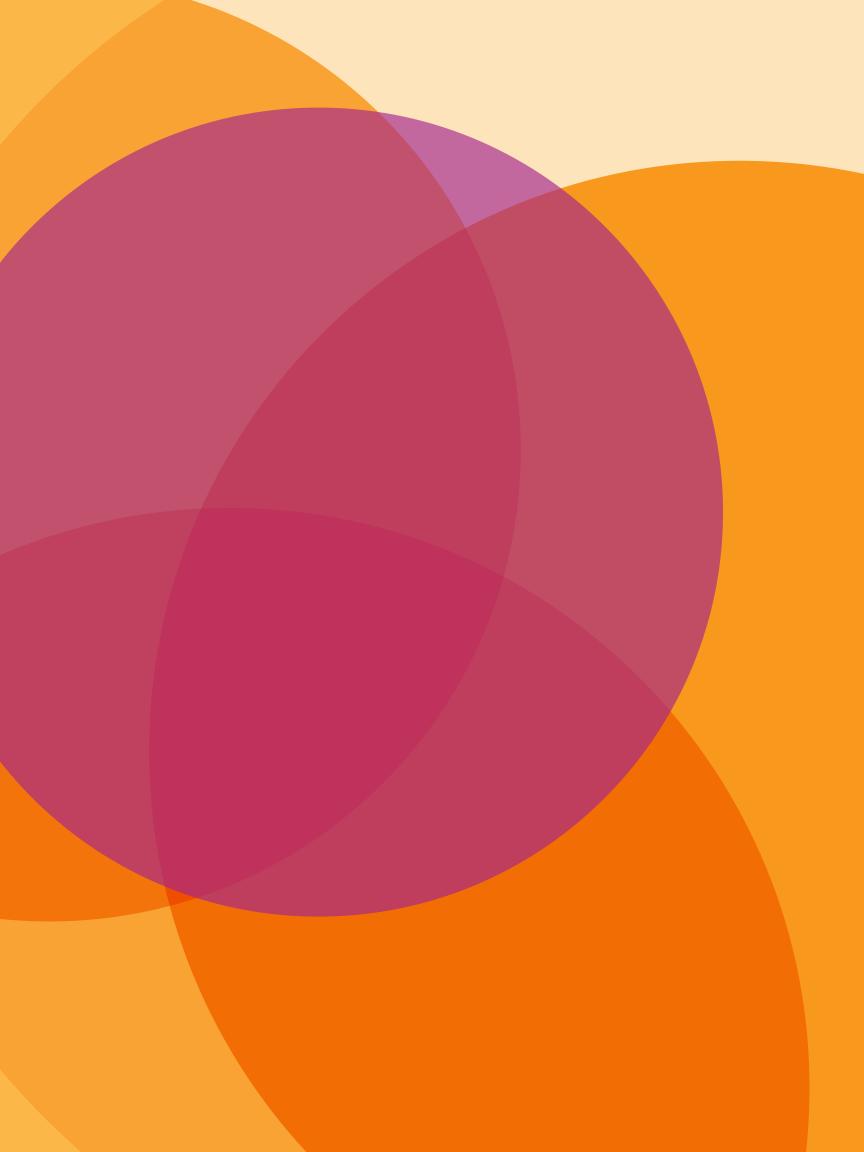




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WELCOME TO AUSTIN AND NCSHA'S 2018 ANNUAL CONFERENCE & SHOWPLACE.

You are in the company of the best and brightest leaders working at the center of the affordable housing system. Take advantage of every opportunity over the next few days to connect with these professionals and expand your network. This event is designed to help you learn from one another and to collaborate year round on effective solutions to the toughest, fastest-moving challenges in the housing market.

NCSHA has invited remarkable people here to inspire you. On Monday, activist Ryan Hampton takes us inside the nation's opioid crisis and spells out the critical role of supportive housing in recovery. On Tuesday morning, local innovators discuss how they are leveraging technology, creativity, and capital to address affordability for underserved communities in Texas and beyond – don't miss these plenary breakfasts.

We know you will join us in celebrating the outstanding work of the HFAs during the Annual Awards for Program Excellence ceremony and throughout the conference, when many of the agencies' projects and programs are highlighted in breakout sessions.

Spend time with the exhibitors in the Showplace and learn about cutting-edge products and services supporting industry advancement.

Thank you for making the time to be here – and for the contributions you make to the NCSHA community.

NCSHA also extends its gratitude to the staff at the Texas Department of Housing and Community Affairs, discussion leaders, panelists, volunteers, sponsors, exhibitors, and advertisers for their commitment to your success and the success of this conference.

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2018 SPONSORS



PLATINUM



GOLD









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SCHEDULE-AT-A-GLANCE

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 & InformationLONE STAR BALLROOM FOYER, LEVEL 3

9:00 a.m. - 6:30 p.m.

Donation Drive for LifeWorks LONE STAR BALLROOM FOYER, LEVEL 3



10:00 a.m. - 11:00 a.m.

NCSHB Educational & Development Workshop Session

NCSHA Update and Washington Report GRAND 7, LEVEL 4

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 GRAND 7, LEVEL 4

Open to HFA board members and executive directors only.

NCSHB

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

The Workshop sessions take place on Saturday, October 13, as reflected in the conference agenda. The NCSHB Annual Business Meeting and HFA Board Member Roundtable occur on Sunday, October 14. The Monday and Tuesday conference sessions also feature many topics relevant to HFA board members, as noted by the (GO) icon for Governance.

12:00 p.m. - 1:15 p.m.

NCSHB Educational & Development Workshop

Networking Lunch 301-302, LEVEL 3

Open to HFA board members and executive directors only.

1:00 p.m. - 2:30 p.m.

Opportunity Zone Focus Group Meeting LONE STAR B/C, LEVEL 3

Open to HFA executive directors and one designated staff member only.

Lunch available at 12:30 p.m.

1:00 p.m. - 2:30 p.m. Community Meet-Ups

- → Federal Liaisons LONE STAR G/H, LEVEL 3
- → Special Needs Housing LONE STAR A, LEVEL 3

1:00 p.m. - 2:45 p.m. Community Meet-Up

Information Technology BRAZOS, LEVEL 2

1:30 p.m. - 2:30 p.m.

NCSHB Educational & Development Workshop Session

HFA Board Member Governance and Ethics

GRAND 7. LEVEL 4

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 GRAND 7, LEVEL 4

Open to HFA board members and executive directors only.

2:45 p.m. - 4:15 p.m.

Hardest Hit Fund Meet-Up LONE STAR E, LEVEL 3

2:45 p.m. - 4:15 p.m. Community Meet-Ups

- Multifamily Development LONE STAR D, LEVEL 3
- → Section 8 Contract Administrators LONE STAR F, LEVEL 3

2:45 p.m. - 4:15 p.m.

Rural Housing Focus Group Meeting 303-304. LEVEL 3

Open to HFA executive directors and their designated staff members only.

3:00 p.m. - 6:00 p.m. Community Meet-Ups

- Communications BRAZOS, LEVEL 2
- Human Resources LONE STAR A, LEVEL 3

4:00 p.m. - 5:00 p.m.

NCSHB Educational & Development Workshop Session

HFA Board Member Forum GRAND 7, LEVEL 4

Open to HFA board members and executive directors only.

4:30 p.m. - 6:00 p.m. Community Meet-Ups

- → Internal Auditors LONE STAR G/H, LEVEL 3
- Multifamily Asset Management and Compliance
 LONE STAR E, LEVEL 3

4:30 p.m. - 6:30 p.m. Community Meet-Up

→ Single-Family Program LONE STAR D, LEVEL 3

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
LONE STAR BALLROOM FOYER, LEVEL 3

7:30 a.m. - 4:00 p.m.

Donation Drive for LifeWorks
LONE STAR BALLROOM FOYER, LEVEL 3

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9:00 a.m. - 11:00 a.m.

NCSHA General Membership and Board of Directors Meeting LONE STAR B/C, LEVEL 3

Open to HFA executive directors only.

Breakfast available at 8:30 a.m.

9:00 a.m. - 10:30 a.m.

Community Meet-Up: HOME and Housing Trust Fund GRAND 1/2, LEVEL 4

9:00 a.m. - 11:00 a.m. Community Meet-Up

Single-Family Servicing LONE STAR G/H, LEVEL 3

9:00 a.m. - 12:00 p.m. Community Meet-Ups

- Human Resources (cont'd) LONE STAR A, LEVEL 3
- Information Technology (cont'd) 301-302, LEVEL 3

SCHEDULE-AT-A-GLANCE

10:45 a.m. - 12:15 p.m. **Community Meet-Ups**

- Finance LONE STAR D, LEVEL 3
- → Legal GRAND 3/4, LEVEL 4

11:30 a.m. - 1:30 p.m.

Executive Directors Forum LONE STAR B/C, LEVEL 3

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 GRAND 3/4, LEVEL 4

Open to HFA board members and executive directors only.

2:00 p.m. - 5:00 p.m.

2018 Showplace Grand Opening GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

Open to all attendees.

3:00 p.m. - 3:30 p.m.

Sundaes in the Showplace

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

Open to all attendees.

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Fannie Mae

5:00 p.m. - 6:00 p.m.

Leadership Circle Reception BRAZOS HALL, 204 E 4TH STREET, 2ND FLOOR



Open by invitation only to HFA executive directors and board members. top affiliate supporters, and top-tier conference sponsors. Walking directions will be provided.

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 BRAZOS HALL, 204 E 4TH STREET

Open to all attendees.

Walking directions can be found on the back of the invitation located in the pocket of this Conference Program.

MONDAY, **OCTOBER 15**

SESSIONS OPEN TO ALL REGISTERED NCSHA MEMBERS.

7:30 a.m. - 5:30 p.m.

Registration & Information LONE STAR BALLROOM FOYER, LEVEL 3

7:30 a.m. - 5:30 p.m.

Donation Drive for LifeWorks LONE STAR BALLROOM FOYER, LEVEL 3



7:30 a.m. - 6:30 p.m.

2018 Showplace Open GRAND 5/GRAND BALLROOM FOYER, LEVEL 4 Coffee available 7:30 a.m. - 8:15 a.m.

8:15 a.m. - 10:15 a.m.

Celebratory Opening Plenary Featuring Ryan Hampton and Presentation of the **Annual Awards for Program Excellence** GRAND 6-8, LEVEL 4

Seated breakfast served 8:00 a.m. - 9:00 a.m.

10:15 a.m. - 10:45 a.m.

Networking Break in the Showplace GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

10:15 a.m. - 10:45 a.m.

Book Signing with Ryan Hampton GRAND BALLROOM FOYER, LEVEL 4

10:45 a.m. - 12:00 p.m. **CONCURRENT SESSIONS**

- Analyzing Housing Credit **Development Costs** (GO) (LE) (RE) LONE STAR D, LEVEL 3
- → Best of HFAs: Communications (CO) (GO) GRAND 3/4, LEVEL 4
- → Best of HFAs: Finance (FI) (GO) (MI) LONE STAR E, LEVEL 3
- → Housing for Survivors of Domestic Violence and Trafficking (LE) (RE) (SN) LONE STAR A/B, LEVEL 3
- Latest News from Washington, DC (CO) (GO) (LE)

LONE STAR F, LEVEL 3

Planning for Innovation: Aligning the **Executive and Technology Visions** (GO) (IT) (MI)

LONE STAR G/H, LEVEL 3

→ Update on FHA, USDA, and the GSEs (FI) (GO) (HO) (LE) (RU) GRAND 1/2, LEVEL 4

12:00 p.m. - 1:00 p.m. **Networking Lunch** GRAND 6-8, LEVEL 4

12:00 p.m. - 1:15 p.m.

Photo-Op for Annual Award Recipients 402-403. LEVEL 4

12:45 p.m. - 1:15 p.m.

Coffee and Dessert in the Showplace GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

1:15 p.m. - 2:30 p.m. **CONCURRENT SESSIONS**

- Best of HFAs: Homeownership (GO) (HO) (MI) (RU) GRAND 1/2, LEVEL 4
- → Connecting Staff to Your Mission (CO) (GO) (HR) (MI) GRAND 3/4. LEVEL 4
- Integrating Housing and Healthcare (RE) (SN)

LONE STAR A/B, LEVEL 3

- Optimizing Compliance and Asset Management with Technology (IT) (RE) LONE STAR G/H, LEVEL 3
- Regulatory Compliance Update (GO) (HO) (LE) (MI) LONE STAR F, LEVEL 3
- → Serving Persons with Disabilities: Section 811 and Beyond (RE) (SN) LONE STAR C, LEVEL 3
- → The HFA Role in Opportunity Zones (GO) (LE) (RE) (RU) (SH) LONE STAR D, LEVEL 3
- → The Housing Finance Market Today and Tomorrow (FI) (GO) (HO) (RE) LONE STAR E. LEVEL 3

2:30 p.m. - 3:00 p.m.

Texas Tailgate Break in the Showplace GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

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3:00 p.m. - 4:15 p.m. **CONCURRENT SESSIONS**

→ Best of HFAs: Human Resources (GO) (HR) (MI)

LONE STAR F, LEVEL 3

- Combating the Shortage of Affordable Homes for Purchase (HO) (MI) (RU) LONE STAR A/B, LEVEL 3
- Confronting the Opioid Crisis Through Housing (RE) (RU) (SN) LONE STAR D, LEVEL 3
- → Cybersecurity: Protecting Your Clients and Organization (IT) (MI) LONE STAR G/H, LEVEL 3
- Media Training: Tips for Talking to the Press (CO) (GO) (MI) GRAND 3/4, LEVEL 4
- Mind the Gaps: Solutions for **Multifamily Financing** (FI) (LE) (RE) (RU) (SH) LONE STAR E, LEVEL 3
- → What's Going on with Millennial Homebuyers? (CO) (HO) GRAND 1/2, LEVEL 4

4:15 p.m. - 4:30 p.m.

Networking Break in the Showplace GRAND 5/GRAND BALLROOM FOYER, LEVEL 4 LONE STAR BALLROOM FOYER, LEVEL 3

4:30 p.m. - 5:30 p.m. **CONCURRENT SESSIONS**

- → Best of HFAs: Rental (GO) (RE) (RU) LONE STAR D. LEVEL 3
- → DIY Video Production (CO) GRAND 3/4, LEVEL 4
- → Housing Options for At-Risk Youth (RE) (SN)

LONE STAR A/B, LEVEL 3

- Navigating a Digital Mortgage Market (CO) (HO) (IT) GRAND 1/2, LEVEL 4
- → Promoting Healthy Building Strategies (GO) (RE) (RU) (SH) LONE STAR G/H, LEVEL 3
- Single-Family Finance Roundtable (FI) (HO)

LONE STAR E, LEVEL 3

5:30 p.m. - 6:30 p.m.

Showplace Happy Hour

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

5:45 p.m.

Raffle Prize Drawings

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

You must be present to win.

TUESDAY, **OCTOBER 16**

SESSIONS OPEN TO ALL REGISTERED NCSHA MEMBERS.

7:30 a.m. - 12:30 p.m.

Registration & Information LONE STAR BALLROOM FOYER, LEVEL 3

7:30 a.m. - 9:45 a.m.

Donation Drive for LifeWorks LONE STAR BALLROOM FOYER, LEVEL 3



8:00 a.m. - 9:15 a.m.

Tuesday Plenary Breakfast: Austin Innovators GRAND 6-8. LEVEL 4

Seated breakfast served 7:45 a.m. - 8:45 a.m.

9:15 a.m. - 9:45 a.m. **Networking Break**

GRAND BALLROOM FOYER, LEVEL 4 LONE STAR BALLROOM FOYER, LEVEL 3

9:45 a.m. - 11:00 a.m. **CONCURRENT SESSIONS**

- → Best of HFAs: Operations (FI) (GO) (HO) (MI) (RE) (SH) (SN) LONE STAR F, LEVEL 3
- Best of HFAs: Special Needs Housing (GO) (RE) (SN)

LONE STAR A/B, LEVEL 3

- → Blockchain: Fad or Revolution? (IT) (MI) LONE STAR G/H, LEVEL 3
- Finance Lightning Round Q&A (FI) (HO) (LE) (RE)

LONE STAR E. LEVEL 3

- Getting the Most Out of Your Down **Payment Assistance Program** (FI) (HO) (MI) GRAND 1/2, LEVEL 4
- Implementing Income Averaging (GO) (LE) (RE) (RU) LONE STAR D, LEVEL 3
- Tools and Resources to Promote Community Transformation (CO) GRAND 3/4, LEVEL 4

11:00 a.m. - 11:15 a.m.

Networking Break

GRAND BALLROOM FOYER, LEVEL 4 LONE STAR BALLROOM FOYER, LEVEL 3

11:15 a.m. - 12:30 p.m. **CONCURRENT SESSIONS**

→ Best of HFAs: Information Technology (GO) (IT)

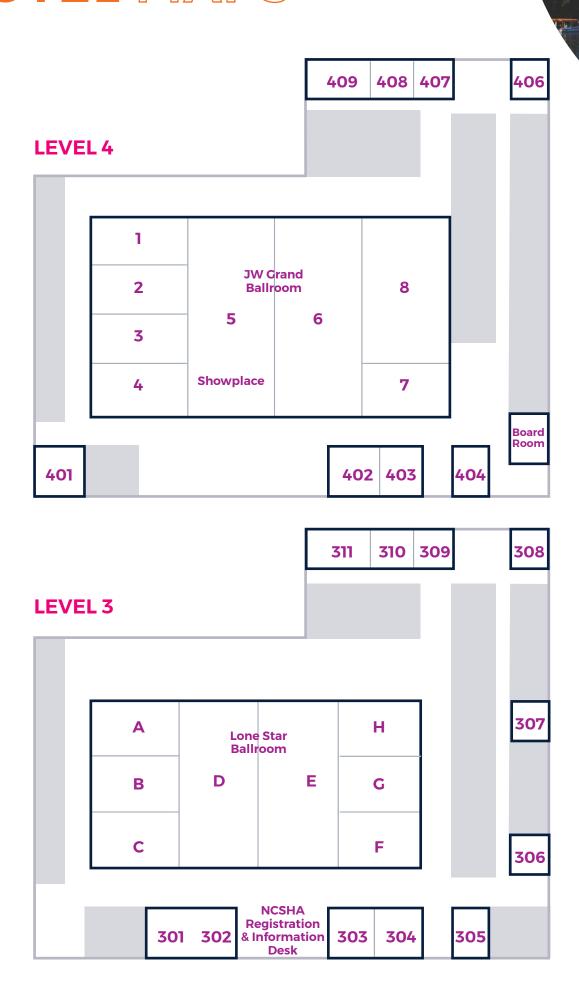
LONE STAR G/H, LEVEL 3

→ Best Practices in Succession Planning (GO) (HR) (MI) LONE STAR F, LEVEL 3

- → Building a Strong Brand: Consistency Matters (CO) GRAND 3/4, LEVEL 4
- Expanding Accessibility (LE) (RE) (SN) LONE STAR A/B, LEVEL 3
- > Financing Housing for Moderate-**Income Families and Individuals** (FI) (HO) (RE) (SH) LONE STAR E. LEVEL 3
- Proactive Preservation (GO) (LE) (RE) (RU) (SH) LONE STAR D, LEVEL 3
- → Strengthening Relationships with Single-Family Partners (CO) (HO) (MI) GRAND 1/2, LEVEL 4



HOTEL MAPS





GENERAL INFORMATION

CONFERENCE ADMISSION

Your name badge must be worn at all times. It is your ticket to sessions, meals, the President's Reception, the Showplace, Happy Hour, and other networking events applicable to your registration category.

GUEST REGISTRATION

The Guest Registration allows your guest to attend the President's Reception (Sunday) and Showplace Happy Hour (Monday). All guests, including children of attendees, must present a guest badge to be admitted to these receptions. Each guest registrant must be associated with a registered conference attendee. NCSHA members may not register as guests.

If your guest is interested in attending conference sessions, meals, and the Showplace, please see the registrar at the NCSHA Registration Desk.

PHOTOGRAPHY AND RECORDING POLICY

Registration and attendance at or participation in NCSHA meetings and other activities constitutes an agreement by the registrant to NCSHA's use and distribution (both now and in the future) of the registrant's or attendee's image in photographs or video recordings. Recording (audio or video) in sessions and events by non-NCSHA staff is not permitted. Please contact Lisa Bowman at Ibowman@ncsha.org if you have questions about this policy.

WI-FI LOGIN INSTRUCTIONS



Open your web browser.

Enter the password: **HFAadvantage**



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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, 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 place new, unopened, travel-sized toiletries (soaps, shampoos, toothpaste, toothbrushes, deodorant, etc.) or new socks and underwear in the designated collection containers near the NCSHA Registration Desk.

During Tuesday's Opening Plenary Breakfast, LifeWorks Executive Director Susan McDowell joins us to discuss the organization's goal to End Youth Homelessness by 2020.



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

LONE STAR BALLROOM FOYER, LEVEL 3

9:00 a.m. - 6:30 p.m.

Donation Drive for LifeWorks

LONE STAR BALLROOM FOYER, LEVEL 3



10:00 a.m. - 11:00 a.m.

NCSHB Educational & Development

Workshop Session

NCSHA Update and Washington Report

GRAND 7. LEVEL 4

Open to HFA board members and executive directors only.

Hear about new initiatives underway to enhance the value and benefits of NCSHA for state housing finance agencies and their staff and boards. Get an update on the latest federal legislative and regulatory issues affecting HFAs and what NCSHA is doing to advance HFA priorities.

DISCUSSION LEADERS

Garth Rieman, Director, Housing Advocacy and Strategic Initiatives | National Council of State Housing Agencies

Jennifer Schwartz, Director of Tax and Housing Advocacy | National Council of State Housing Agencies

Stockton Williams, Executive Director | National Council of State Housing Agencies

11:00 a.m. - 12:00 p.m. NCSHB Educational & Development Workshop Session

HFA Balance Sheets and Bond Programs

GRAND 7, LEVEL 4

Open to HFA board members and executive directors only.

Longtime industry leaders and active NCSHA affiliate members share their insights into how state HFA bond programs have evolved in recent years and where they are headed in the near future. They also offer advice to HFA board members in assessing their agency's financial capacities and programmatic opportunities.

PARTICIPANTS

Michael Koessel, Director, Head of Housing Group | Citigroup Global Markets Inc.

Marian Zucker, Housing Sector Lead | S&P Global Ratings

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

301-302, LEVEL 3

Open to HFA board members and executive directors only.

1:00 p.m. - 2:30 p.m.

Opportunity Zone Focus Group Meeting

LONE STAR B/C, LEVEL 3

Open to HFA executive directors and one designated staff member only. Lunch available at 12:30 p.m.

1:00 p.m. - 2:30 p.m. Community Meet-Up

Federal Liaisons

LONE STAR G/H, LEVEL 3

DISCUSSION LEADERS

Will Parry-Hill, Manager of Government and Industry Relations | North Carolina Housing Finance Agency

Elizabeth Strojan, Director of Government Affairs | New York City Housing Development Corporation

1:00 p.m. - 2:30 p.m. Community Meet-Up

Special Needs Housing

LONE STAR A, LEVEL 3

DISCUSSION LEADERS

Ben Mokry, Chief Strategy Officer | Mississippi Home Corporation

Andrew Rael, Assistant Deputy Director, Programs | Arizona Department of Housing

1:00 p.m. - 2:45 p.m. Community Meet-Up

Information Technology

BRAZOS, LEVEL 2

DISCUSSION LEADER

Joe Leary, Director of Information Technology | Utah Housing Corporation

1:30 p.m. - 2:30 p.m.

NCSHB Educational & Development Workshop Session

Workshop Session

HFA Board Member Governance and Ethics

GRAND 7, LEVEL 4

Open to HFA board members and executive directors only.

Being a board member at a state HFA carries significant responsibility and requires hard work. Board members make decisions that affect the lives of many people, as well as oversee the borrowing and expenditure of millions, if not billions, of dollars. Hear from one of the top legal authorities in the field of governance and ethics.

DISCUSSION LEADER

John J. Wagner, Esq., Senior Partner | Kutak Rock LLP

2:45 p.m. - 3:45 p.m. NCSHB Educational & Development Workshop Session

Housing Credit Hot Topics

GRAND 7. LEVEL 4

Open to HFA board members and executive directors only.

The Housing Credit remains the essential HFA tool for developing and preserving rental housing. Discuss the key issues and critical choices state HFAs must make in administering this critical program at a time of overwhelming need.

DISCUSSION LEADER

James Tassos, Deputy Director of Tax Policy and Strategic Initiatives | National Council of State Housing Agencies

DARTICIDANTS

Hal Keller, President | Ohio Capital Corporation for Housing

Michael Novogradac, Managing Partner | Novogradac & Company LLP

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

LONE STAR E, LEVEL 3

DISCUSSION LEADER

Greg Zagorski, Senior Legislative and Policy Associate | National Council of State Housing Agencies

2:45 p.m. - 4:15 p.m. Community Meet-Up

Multifamily Development

LONE STAR D, LEVEL 3

DISCUSSION LEADERS

Arthur Bowen, Managing Director of Rental Housing | Virginia Housing Development Authority

Matt Rayburn, Deputy Executive Director and Chief Real Estate Development Officer | Indiana Housing and Community Development Authority

2:45 p.m. - 4:15 p.m. Community Meet-Up

Section 8 Contract Administrators

LONE STAR F, LEVEL 3

DISCUSSION LEADERS

Tasha Jones, Director, Rental Housing Management | South Dakota Housing Development Authority

Brian Miller, Director, Asset Management | Colorado Housing and Finance Authority

2:45 p.m. - 4:15 p.m.

Rural Housing Focus Group Meeting

303-304, LEVEL 3

Open to HFA executive directors and their designated staff members only.

3:00 p.m. - 6:00 p.m. Community Meet-Up

Communications

BRAZOS, LEVEL 2

DISCUSSION LEADER

Sara Luell, Director of Communications | Maryland Department of Housing and Community Development

3:00 p.m. - 6:00 p.m. Community Meet-Up

Human Resources

LONE STAR A, LEVEL 3

DISCUSSION LEADER

Lydia Aguirre, Director of Human Resources | Idaho Housing and Finance Association

4:00 p.m. - 5:00 p.m. NCSHB Educational & Development Workshop Session

HFA Board Member Forum

GRAND 7, LEVEL 4

Open to HFA board members and executive directors only.

HFA executive directors from around the country will share their top priorities and toughest challenges in their business, legislative, and regulatory environments and how they are working together through NCSHA to make progress.

DISCUSSION LEADER

Kim Herman, Executive Director | Washington State Housing Finance Commission

PARTICIPANTS

Edwin King, Executive Director and CEO | Kentucky Housing Corporation

Margaret Salazar, Director | Oregon Housing and Community Services

Scott Spivey, Executive Director | Mississippi Home Corporation

4:30 p.m. - 6:00 p.m. Community Meet-Up

Internal Auditors

LONE STAR G/H. LEVEL 3

DISCUSSION LEADER

David Merck, Systems Auditor/Investigator | Florida Housing Finance Corporation

4:30 p.m. - 6:00 p.m. Community Meet-Up

Multifamily Asset Management and Compliance

LONE STAR E, LEVEL 3

DISCUSSION LEADER

Laura Cox, Director of Asset Management | Florida Housing Finance Corporation

4:30 p.m. - 6:30 p.m. Community Meet-Up

Single-Family Program

LONE STAR D, LEVEL 3

DISCUSSION LEADERS

Coleen Baumert, Director, Homeownership Programs | Pennsylvania Housing Finance Agency

Cathy Gutierrez, Director, Texas Homeownership |
Texas Department of Housing and Community Affairs

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

LONE STAR BALLROOM FOYER, LEVEL 3

7:30 a.m. - 4:00 p.m.

Donation Drive for LifeWorks

LONE STAR BALLROOM FOYER, LEVEL 3



9:00 a.m. - 11:00 a.m.

NCSHA General Membership and Board of Directors Meeting

LONE STAR B/C, LEVEL 3 Open to HFA executive directors only. Breakfast available at 8:30 a.m.

9:00 a.m. - 10:30 a.m. Community Meet-Up

HOME and Housing Trust Fund

GRAND 1/2, LEVEL 4

DISCUSSION LEADERS

Cindy Deakyne, Housing Development Administrator | Delaware State Housing Authority

Bill Lord, Housing Program Manager | Tennessee Housing Development Agency

9:00 a.m. - 11:00 a.m. Community Meet-Up

Single-Family Servicing

LONE STAR G/H, LEVEL 3

DISCUSSION LEADER

Anthony Box, Servicing Administrator | Alabama Housing Finance Authority

9:00 a.m. - 12:00 p.m. Community Meet-Up

Human Resources (cont'd)

LONE STAR A, LEVEL 3

DISCUSSION LEADER

Rachel Shaw, Director of Human Resources and Risk Management | Wyoming Community Development Authority

9:00 a.m. - 12:00 p.m. Community Meet-Up

Information Technology (cont'd)

301-302, LEVEL 3

DISCUSSION LEADERS

Kelly Becker, Director, Information Technology | Colorado Housing and Finance Authority

Tim Carroll, Chief Information Officer | North Carolina Housing Finance Agency

Joe Leary, Director of Information Technology | Utah Housing Corporation

Tony Peleska, Chief Information Officer | Minnesota Housing

10:45 a.m. - 12:15 p.m. Community Meet-Up

Finance

LONE STAR D, LEVEL 3

DISCUSSION LEADERS

Robert Cook, Senior Director, Finance Division | Washington State Housing Finance Commission

Sergei Kuzmenchuk, Chief Financial Officer | Maryland Department of Housing and Community Development

10:45 a.m. - 12:15 p.m. Community Meet-Up

Legal

GRAND 3/4, LEVEL 4

DISCUSSION LEADER

Rebecca Peace, Deputy Executive Director and Chief Counsel | Pennsylvania Housing Finance Agency

11:30 a.m. - 1:30 p.m.

Executive Directors Forum

LONE STAR B/C, LEVEL 3 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

GRAND 3/4, LEVEL 4

Open to HFA board members and executive directors only.

2:00 p.m. - 5:00 p.m.

2018 Showplace Grand Opening

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4 Open to all attendees.

3:00 p.m. - 3:30 p.m.

Sundaes in the Showplace

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4 Open to all attendees.

Stop in the Showplace to build your own ice cream sundae, talk with the business solution providers on hand to assist you, and catch up with your affordable housing peers from around the country. (While supplies last)

SPONSORED BY



5:00 p.m. - 6:00 p.m.

Leadership Circle Reception

BRAZOS HALL, 204 E 4TH STREET, 2ND FLOOR Open by invitation only to HFA executive directors and board members, top affiliate supporters, and top-tier conference sponsors. Walking directions will be provided.



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.

6:00 p.m. - 7:30 p.m.

The President's Reception

BRAZOS HALL, 204 E 4TH STREET

Open to all attendees. Walking directions can be found on the back of the invitation located in the pocket of this Conference Program.

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

MONDAY, OCTOBER 15

SESSIONS OPEN TO ALL REGISTERED NCSHA MEMBERS.

7:30 a.m. - 5:30 p.m.

Registration & Information

LONE STAR BALLROOM FOYER, LEVEL 3

7:30 a.m. - 5:30 p.m.

Donation Drive for LifeWorks

LONE STAR BALLROOM FOYER, LEVEL 3



7:30 a.m. - 6:30 p.m.

2018 Showplace Open

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4 Coffee available 7:30 a.m. – 8:15 a.m.



8:15 a.m. - 10:15 a.m.

Celebratory Opening Plenary Featuring Ryan Hampton and Presentation of the Annual Awards for Program Excellence

GRAND 6-8, LEVEL 4

Seated breakfast served 8:00 a.m. - 9:00 a.m.

Keynote Address: Facing Addiction Out Loud – A Conversation with Ryan Hampton

MODERATOR

Edwin King, Executive Director and Chief Executive Officer | Kentucky Housing Corporation

Welcome to Austin

Timothy K. Irvine, Executive Director | Texas Department of Housing and Community Affairs

Remarks from the NCSHA President

Grant S. Whitaker, President and Chief Executive Officer | Utah Housing Corporation

Presentation of the Annual Awards for Program Excellence

Dan Brennan, Director | MaineHousing

Deborah Jenkins, Executive Director | Oklahoma Housing Finance Agency

These prestigious awards recognize state HFAs for innovative programs, projects, and practices in support of affordable housing. During this special ceremony, we celebrate the 2018 award winners and the outstanding work of all HFAs. Many of the entries are featured in sessions throughout the conference.

10:15 a.m. - 10:45 a.m.

Networking Break in the Showplace

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

10:15 a.m. - 10:45 a.m.

Book Signing with Ryan Hampton

GRAND BALLROOM FOYER, LEVEL 4

Meet keynote speaker Ryan Hampton: Ryan's book *American* Fix: Inside the Opioid Addiction Crisis is available for purchase and signing. Cash, checks, and credit cards accepted.

OPENING PLENARY SPEAKER Ryan Hampton

Three years into recovery from a decade-long opioid addiction, Ryan Hampton has rocketed to the center of America's rising recovery advocacy movement. He is now a leading voice for addiction recovery and is changing the national dialogue about addiction through social media. With content that reaches more than one million people a week, Ryan is breaking down cultural barriers that have kept people suffering in silence and is inspiring a digital revolution of people recovering out loud through his #VoicesProject. He's also advocating for solutions and holding public policymakers accountable.

Ryan was a member of the team that released the first-ever U.S. Surgeon General's report on addiction and was singled out by Forbes as a top social media entrepreneur in the recovery movement.

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

→ Analyzing Housing Credit Development Costs (GO) (LE) (RE)

LONE STAR D, LEVEL 3

Understand key findings from significant new research on Housing Credit development costs, including reports from the Government Accountability Office and Abt Associates. Consider cost variations related to project size, location, and tenancy and the impact of various development cost drivers. Explore strategies to determine the appropriate balance between cost and quality.

DISCUSSION LEADER

Julie Cody, Assistant Director, Housing Finance | Oregon Housing and Community Services

PARTICIPANTS

Heather Chartier, Senior Analyst | U.S. Government Accountability Office

Holly Glauser, Director, Development | Pennsylvania Housing Finance Agency

Cory Marzullo, Senior Analyst | U.S. Government Accountability Office

Jennifer Schwartz, Director of Tax and Housing Advocacy | National Council of State Housing Agencies

→ Best of HFAs: Communications (CO) (GO)

GRAND 3/4, LEVEL 4

This session highlights the innovative work of HFAs and their partners in communications. Discover how HFAs use interactive digital content, humorous television ads and videos, approachable characters, and even billboards to make themselves heard above the noise when promoting their programs and impact. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- · Illinois: "The First 50 Years"
- · Iowa: "Big Picture Iowa FY 2017 Annual Report"
- South Dakota: "Love Where You Live Campaign"

DISCUSSION LEADER

Margret Graham, Communications Manager | Washington State Housing Finance Commission

PARTICIPANTS

Ashley Jared-Salow, Communications Director | Iowa Finance Authority

Wally Swenson, Director, Communications | Illinois Housing Development Authority

Amanda Weisgram, Director, Research and Marketing | South Dakota Housing Development Authority

→ Best of HFAs: Finance (FI) (GO) (MI)

LONE STAR E, LEVEL 3

This session highlights the innovative work of HFAs and their partners in finance. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- Colorado: "Single-Family Life-of-Loan Pricing Removing Barriers for Our Borrowers"
- Illinois: "In-House Interest Rate Management & MBS Structuring"
- Kentucky: "Kentucky Housing Corporation's Integrated Business Planning Model – Transforming Financial Management"
- Louisiana: "Louisiana Neighborhood Landlord Rental Program (Construction Take-Out Model)"

DISCUSSION LEADER

Blair Bingham, Finance Administrator | Alabama Housing Finance Authority

PARTICIPANTS

Thomas Bryan, Controller/Director, Accounting | Colorado Housing and Finance Authority

Bradley Sweazy, Chief Operations Officer | Louisiana Housing Corporation

Nandini Natarajan, Chief Financial Officer | Illinois Housing Development Authority

Wendy Smith, Senior Policy Advisor | Kentucky Housing Corporation

→ Housing for Survivors of Domestic Violence and Trafficking (LE) (RE) (SN)

LONE STAR A/B, LEVEL 3

Survivors of domestic violence and trafficking face a number of housing barriers related to the crimes committed against them. Discuss strategies for providing safe, affordable housing for survivors, including legal and practical considerations. Get updates on the Violence Against Women Act and other housing protections.

DISCUSSION LEADER

Timothy Veenstra, Director, Asset Management | Illinois Housing Development Authority

PARTICIPANTS

Dixie Hairston, LMSW, Institute on Domestic Violence and Sexual Assault | University of Texas at Austin

Amanda Lee Gross, Director of Compliance Training | E&A Team, Inc.

Denise Lord, Senior Director, Communications and Planning | MaineHousing

Kara Pillsbury, Community Services Analyst | MassHousing

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

→ Latest News from Washington, DC (CO) (GO) (LE)

LONE STAR F, LEVEL 3

Learn about the status and outlook for key legislation and regulations affecting HFAs, including the Affordable Housing Credit Improvement Act, FY 2019 HUD and Rural Housing appropriations, housing finance reform, the Federal Financing Bank Risk-Sharing Program, and Opportunity Zones.

DISCUSSION LEADER

Amy Rainone, Director, Government Relations and Policy | Rhode Island Housing

PARTICIPANTS

Emily Cadik, Executive Director | Affordable Housing Tax Credit Coalition

Garth Rieman, Director, Housing Advocacy and Strategic Initiatives | National Council of State Housing Agencies

Buzz Roberts, President and CEO | National Association of Affordable Housing Lenders

→ Planning for Innovation: Aligning the Executive and Technology Visions (GO) (IT) (MI)

LONE STAR G/H. LEVEL 3

When the CEO and CIO partner, they can drive innovation by aligning new technology investments with the organization's strategic objectives, prioritizing initiatives and increasing transparency. This shift in operations, calculated to keep pace with the opportunities created by evolving technologies, can launch an organization's digital transformation. HFA leaders share their journeys during this session.

DISCUSSION LEADER

Tony Peleska, Chief Information Officer | Minnesota Housing

PARTICIPANTS

Tim Carroll, Chief Information Officer | North Carolina Housing Finance Agency

Scott Farmer, Executive Director | North Carolina Housing Finance Agency

Mary Tingerthal, Commissioner | Minnesota Housing

→ Update on FHA, USDA, and the GSEs (FI) (GO) (HO) (LE) (RU)

GRAND 1/2, LEVEL 4

Senior single-family program officials from FHA, USDA, Fannie Mae, and Freddie Mac discuss the latest developments with their affordable homeownership programs and future HFA partnership opportunities. Learn about developments with FHA's down payment assistance policy, other FHA and USDA policies, and Fannie Mae and Freddie Mac's specialized HFA loan products.

DISCUSSION LEADER

Brent Adney, Director, Homeownership Programs | South Dakota Housing Development Authority

PARTICIPANTS

Ana Placencia, Finance and Loan Analyst | U.S. Department of Agriculture

Erin Quinn, Director, HFA Engagement | Freddie Mac

Gisele Roget, Deputy Assistant Secretary for Single-Family Housing | U.S. Department of Housing and Urban Development *(invited)*

Jessica Wright, Customer Account Manager, Single Family | Fannie Mae

12:00 p.m. - 1:00 p.m.

Networking Lunch

GRAND 6-8, LEVEL 4

12:00 p.m. - 1:15 p.m.

Photo-Op for Annual Award Recipients

402-403, LEVEL 4

Award winners are invited to collect their awards and have professional photographs taken. Digital photographs will be made available to the recipients after the conference.

12:45 p.m. - 1:15 p.m.

Coffee and Dessert in the Showplace

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

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

→ Best of HFAs: Homeownership (GO) (HO) (MI) (RU) GRAND 1/2, LEVEL 4

This session highlights the innovative work of HFAs and their partners in homeownership. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- Idaho: "Life of Loan Counseling Finally Home!" First-Time Homebuyer Education"
- · Illinois: "Home Accessibility Program"
- · Massachusetts: "Home Possible Advantage 80"
- Minnesota: "Minnesota Housing Rehabilitation Loan Program"

DISCUSSION LEADER

Jan Miyagishima, Director, Mortgage Operations | Alaska Housing Finance Corporation

PARTICIPANTS

Mounzer Aylouche, Vice President, Homeownership Programs | MassHousing

Kasey Kier, Assistant Commissioner, Single-Family Division | Minnesota Housing

Tara Pavlik, Managing Director, Homeownership Programs Department | Illinois Housing Development Authority

Susan Semba, Executive Vice President, Homeownership Lending | Idaho Housing and Finance Association

→ Connecting Staff to Your Mission (CO) (GO) (HR) (MI)

GRAND 3/4, LEVEL 4

HFAs discuss how to connect agency staff and partners to the community to help them better relate to the people they serve, positively reinforcing your mission. Discover how to show employees first-hand how they contribute to the well-being of families, housing communities, and local businesses; educate them about departments and programs; improve teamwork and collaboration; and boost morale and retention.

DISCUSSION LEADER

Debbie Herrera, Director, Human Resources | Colorado Housing and Finance Authority

PARTICIPANTS

Heather Johnson, Public Relations and Communications Specialist | Colorado Housing and Finance Authority

Jaime W. Rice, Assistant Director, Single Family | Kentucky Housing Corporation

→ Integrating Housing and Healthcare (RE) (SN) LONE STAR A/B, LEVEL 3

Explore emerging strategies for integrating housing and healthcare, including colocation. Discuss challenges and best practices in aligning resources, funding expectations, and improving outcomes for low-income residents.

DISCUSSION LEADER

Margaret Salazar, Director | Oregon Housing and Community Services

PARTICIPANTS

Deb Burkart, National Vice President, Supportive Housing | National Equity Fund, Inc.

Andy McMahon, Vice President, Health and Human Services Policy | UnitedHealthcare Community & State

Jessica Mowry, Assistant Director, Leased Housing and Rental Services | Rhode Island Housing

Kamillah Wood, MD, MPH, FAAP, Senior Vice President, Health and Housing | Stewards of Affordable Housing for the Future

→Optimizing Compliance and Asset Management with Technology (IT) (RE)

LONE STAR G/H, LEVEL 3

Explore how HFAs can leverage technology to optimize Housing Credit and HOME compliance and asset management processes while reducing data entry time, improving cross-team collaboration, and increasing transparency. Consider replicable models and the change management tactics needed to make new tools viable.

DISCUSSION LEADER

Jennifer Miller, Senior Advisor, Policy/Strategy/Data Integration/ Asset Management | Illinois Housing Development Authority

PARTICIPANTS

Holly Holtzen, **Ph.D.**, Chief Operating Officer | Ohio Housing Finance Agency

Amanda Lee Gross, Director of Compliance Training | E&A Team, Inc.

Tim Morlan, Underwriter | Iowa Finance Authority

→ Regulatory Compliance Update (GO) (HO) (LE) (MI)

LONE STAR F, LEVEL 3

HFA staff and experts engage in a freewheeling conversation about how HFAs can adapt to an ever-evolving regulatory environment. Discuss strategies for developing Compliance Management Systems, meeting federal mortgage rule requirements, complying with bond restrictions, training staff, auditing, and other pressing compliance needs.

DISCUSSION LEADER

Howard Tolley, Compliance Manager | Utah Housing Corporation

PARTICIPANT

Drew Page, Partner | Kutak Rock LLP

→ Serving Persons with Disabilities: Section 811 and Beyond (RE) (SN)

LONE STAR C, LEVEL 3

Explore best practices and new opportunities in developing project-based integrated housing for people with disabilities. Discuss lessons learned from the first two cohorts of the Section 811 Project Rental Assistance program, including innovations in blending with capital sources, and get the latest on new federal resources for housing persons with disabilities.

DISCUSSION LEADER

Joel Salzer, Multifamily Business Manager | Minnesota Housing

PARTICIPANTS

Spencer Duran, Section 811 Manager | Texas Department of Housing and Community Affairs

Shalonda M. Manuel, Disability Program Manager | Maryland Department of Housing and Community Development

Andrew Sperling, Director of Legislative Advocacy | National Alliance on Mental Illness

Liz Stewart, Senior Associate | Technical Assistance Collaborative, Inc.

→ The HFA Role in Opportunity Zones (GO) (LE) (RE) (RU) (SH)

LONE STAR D, LEVEL 3

Housing policy experts explain the new Opportunity Zone program to encourage investment in economically distressed neighborhoods through favorable capital gains treatment and other tax incentives. Understand eligible Opportunity Zone investments, tools for identifying neighborhood opportunity, and the applicability of various HFA financing tools in designated Opportunity Zones.

DISCUSSION LEADER

Earl Poleski, Executive Director | Michigan State Housing Development Authority

DADTICIDANTS

Kenneth Holt, Secretary | Maryland Department of Housing and Community Development

Michael Kressig, Partner | Novogradac & Company LLP

William Lambe, Director, Capital Solutions | Enterprise Community Loan Fund

Leilah Powell, Executive Director | Local Initiatives Support Corporation - San Antonio

→ The Housing Finance Market Today and Tomorrow (FI) (GO) (HO) (RE)

LONE STAR E, LEVEL 3

Hear expert analysts and bankers discuss the outlook for the overall economy and housing finance market. Explore trends and potential policies that will impact HFA bond issuance, investor demand, federal resources, and lending activity.

DISCUSSION LEADER

Gina Hickman, Deputy Director of Finance and Administration | New Mexico Mortgage Finance Authority

PARTICIPANTS

Mina Choo, Director | RBC Capital Markets

Geoff Proulx, Executive Director | Morgan Stanley

Jim Stretz, Senior Vice President | George K. Baum & Company

Florence Zeman, Associate Managing Director | Moody's Investors Service

2:30 p.m. - 3:00 p.m.

Texas Tailgate Break in the Showplace

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

Come to the Showplace to enjoy Texas treats!

SPONSORED BY



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

→ Best of HFAs: Human Resources (GO) (HR) (MI)

LONE STAR F, LEVEL 3

This session highlights the innovative work of HFAs and their partners in human resources. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- · Louisiana: "Organizational Competency Model"
- Maine: "MaineHousing Staff and Leadership Development Program"
- North Carolina: "Stop the Madness No More Performance Reviews!"
- · Rhode Island: "Employee Engagement to Drive Change"

PARTICIPANTS

Kevin Brady, Human Resources Director | Louisiana Housing Corporation

Barbara Farrand, Director of Human Resources | Rhode Island Housing

Denise Lord, Senior Director, Communications and Planning | MaineHousing

Molly Rodgers, Director of Human Resources and Administration | North Carolina Housing Finance Agency

→ Combating the Shortage of Affordable Homes for Purchase (HO) (MI) (RU)

LONE STAR A/B, LEVEL 3

An acute shortage of affordable, entry-level, single-family homes is one of the biggest issues impacting the housing market today. Examine how HFAs have addressed this problem head on, including initiatives that have constructed new ownership homes in a tight urban market, helped revitalize the housing stock in struggling communities, and supported critical repairs to keep current homes livable. A leading housing advocate discusses a proposal for supporting new home construction in distressed neighborhoods.

DISCUSSION LEADER

Jianxin "Fenice" Taylor, Director, Office of Homeownership Finance | Georgia Department of Community Affairs/Georgia Housing and Finance Authority

PARTICIPANTS

Jerome Devadoss, Director, Real Estate Asset Management | Fannie Mae

Susan Eliason, Director of Housing Development | Delaware State Housing Authority

Christopher Miller, Director, Housing Investments | District of Columbia Housing Finance Agency

Buzz Roberts, President and CEO | National Association of Affordable Housing Lenders

→ Confronting the Opioid Crisis Through Housing (RE) (RU) (SN)

LONE STAR D, LEVEL 3

Communities across the country are working overtime seeking solutions to the opioid crisis. Learn how state HFAs and their affordable housing partners are breaking silos and joining the fight. Examine different housing models and best practices for housing people with substance use disorders.

DISCUSSION LEADER

Dean Christon, Executive Director | New Hampshire Housing Finance Authority

PARTICIPANTS

Robert Beck, Vice President, Business Development and Legal Affairs | Cinnaire

Edwin King, Executive Director and Chief Executive Officer | Kentucky Housing Corporation

Marcella Maguire, Director, Health Systems Integration | CSH

Matt Rayburn, Deputy Executive Director and Chief Real Estate Development Officer | Indiana Housing and Community Development Authority

→ Cybersecurity: Protecting Your Clients and Organization (IT) (MI)

LONE STAR G/H, LEVEL 3

Hackers become increasingly more sophisticated every day. Are your systems and client data cyber secure? Explore the cybersecurity landscape and get expert insight to inform internal decision-making. Examine the Texas Model, built with interagency cooperation; learn how New Hampshire's model has been evolving since 2005; hear about recent policy efforts; and discuss how to build preparedness into the strategic plan. This session is relevant to anyone working with personally identifiable information.

DISCUSSION LEADER

Curtis Howe, Director of Information Systems Division | Texas Department of Housing and Community Affairs

PARTICIPANTS

Jordan Genung, CISSP, Information Security Officer | Texas Department of Housing and Community Affairs

P. David Hebert, Managing Director of Information Technology | New Hampshire Housing Finance Authority

Larry Mercadel, Network Administrator | Texas Department of Housing and Community Affairs

Brent Stackhouse, Director of Security | WP Engine

→ Media Training: Tips for Talking to the Press (CO) (GO) (MI)

GRAND 3/4, LEVEL 4

Learn the dos and don'ts for an effective media interview. A seasoned coach offers tips on developing key messages, staying on message, avoiding trouble spots and pitfalls, and maintaining your poise during an interview.

TRAINER

Russ Rhea, Founder and Principal | Predictive Media Network

AGENDA

→ Mind the Gaps: Solutions for Multifamily Financing (FI) (LE) (RE) (RU) (SH) LONE STAR E, LEVEL 3

Financial structuring experts survey multifamily finance tools, including tax-exempt bonds, the Housing Trust Fund, and HFA use of the Federal Financing Bank Risk-Sharing Program. Explore innovative financial structuring and underwriting tactics for multiple subsidy deals.

DISCUSSION LEADER

Lisa Vatske, Director, Multifamily Housing and Community Facilities | Washington State Housing Finance Commission

DADTICIDANTS

Samphas "Sammi" Chhea, Senior Vice President | Jefferies LLC

Rob Dapice, Director, Housing Development | New Hampshire Housing Finance Authority

Cody Wilson, Managing Director | Stifel

Tim Wranovix, Vice President, National Housing Group | Raymond James & Associates, Inc.

→ What's Going on with Millennial Homebuyers? (CO) (HO)

GRAND 1/2. LEVEL 4

Looking for insight into how to reach the newest and biggest generation of homebuyers in history? Two experienced business developers — and card-carrying Millennials — offer a fun and informative presentation on the Millennial generation's homebuying preferences, social characteristics, communication style, and general outlook.

TRAINERS

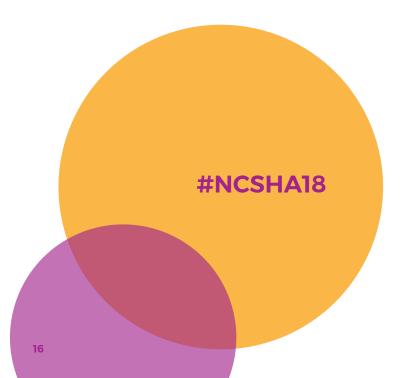
Carlie J. Boos, Program and Policy Manager | Ohio Housing Finance Agency

Jonathan Duy, Real Estate Relations Manager | Ohio Housing Finance Agency

4:15 p.m. - 4:30 p.m.

Networking Break in the Showplace

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4 LONE STAR BALLROOM FOYER, LEVEL 3



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

→ Best of HFAs: Rental (GO) (RE) (RU)

LONE STAR D, LEVEL 3

This session highlights the innovative work of HFAs and their partners in rental housing. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- Connecticut: "The Housing Connections Program of Connecticut"
- · Massachusetts: "Workforce Housing Program"
- Nebraska: "Transformation of a Neighborhood: The Highlander Redevelopment Area"

DISCUSSION LEADER

David Young, Multifamily Administrator | Alabama Housing Finance Authority

PARTICIPANTS

Tim Kenny, Executive Director | Nebraska Investment Finance Authority

Diane Smith, Director, Planning, Research, and Evaluation | Connecticut Housing Finance Authority

Mark Teden, Vice President of Multifamily Programs | MassHousing

→ DIY Video Production (CO)

GRAND 3/4, LEVEL 4

HFAs are using videos to promote awareness of housing issues, solutions, and industry best practices and to drive traffic to their websites to promote their programs, products, and services. Learn how to create professional, effective videos with a Smartphone and some inexpensive tools.

TRAINER

Russ Rhea, Founder and Principal | Predictive Media Network

→ Housing Options for At-Risk Youth (RE) (SN)

LONE STAR A/B, LEVEL 3

Learn how federal, state, and local partners are collaborating to end youth homelessness and to meet the housing needs of youth aging out of foster care. Explore innovative development approaches and strategic partnerships to place at-risk youth and young adults on a path to long-term success.

DISCUSSION LEADER

Mark Romick, Deputy Executive Director | Alaska Housing Finance Corporation

PARTICIPANTS

Lauren Knott, Associate | Technical Assistance Collaborative, Inc.

Jeremy Ratliff, General Counsel/Deputy Executive Director, Legal and Compliance | Kentucky Housing Corporation

Erin Whelan, LPC-S, LCCA, Senior Division Director for Housing and Homeless Services | LifeWorks Austin

Ruthie White, Executive Director | National Center for Housing and Child Welfare

→ Navigating a Digital Mortgage Market (CO) (HO) (IT)

GRAND 1/2, LEVEL 4

Consider how HFAs can adopt the latest automated mortgage tools and offer borrowers an improved online lending experience. Explore how one HFA developed a new web application to better engage with its lending partners. Delve into the use of eMortgages and other digital transactions.

DISCUSSION LEADER

Peter Pagonis, Director, Homeownership | Rhode Island Housing

PARTICIPANTS

Greg Blake, CCEIT, CIO and Vice President of Administration | Idaho Housing and Finance Association

Gina Celli-Marlow, Manager, Customer Integration | Freddie Mac

Erin Dee, Director of Business Solutions | Thrive Mortgage

Mary Kladde, Senior Vice President of Mortgage Services | MetaSource

→ Promoting Healthy Building Strategies (GO) (RE) (RU) (SH)

LONE STAR G/H. LEVEL 3

Discuss initiatives to foster positive health outcomes for residents of affordable housing. Explore available funding sources for energy efficiency and water conservation. Understand healthy construction practices, including use of non-toxic materials and enhanced indoor air quality. Consider strategies to promote resident health through building design and social services.

DISCUSSION LEADER

Wes Butler, Assistant Commissioner, Multifamily | Minnesota Housing

PARTICIPANTS

Rachel Cluett, Manager, Healthy Housing Rewards | Fannie Mae

Krista Egger, Director, Green Communities | Enterprise Community Partners, Inc.

Rebecca Schaaf, Senior Vice President, Energy | Stewards of Affordable Housing for the Future

→ Single-Family Finance Roundtable (FI) (HO)

LONE STAR E, LEVEL 3

Interest rates are finally rising, and loan origination volume has started to shrink. Discover how HFAs can best structure their single-family executions to fit this new market. Consider the tradeoffs between mortgage revenue bonds, mortgage-backed securities, and mortgage credit certificates and how your agency can balance multiple execution options.

DISCUSSION LEADER

Monica Galuski, Director of Bond Finance and Chief Investment Officer | Texas Department of Housing and Community Affairs

PARTICIPANTS

Mike Awadis, Managing Director | Hilltop Securities Inc.

Patricia Ho, Vice President | Caine Mitter & Associates Inc.

Vikram Shah, Vice President | Barclays

Harper Wong, Director, Community Lending Solutions | Mortgage Guaranty Insurance Corporation

5:30 p.m. - 6:30 p.m.

Showplace Happy Hour

GRAND 5/GRAND BALLROOM FOYER, LEVEL 4

Come to the Showplace to unwind with your peers and consult with the many business solution providers exhibiting this year. **Don't miss the prize drawings at 5:45 p.m.!** (You must be present to win. Exhibitors and sponsors are not eligible to win.)



17

TUESDAY, OCTOBER 16

SESSIONS OPEN TO ALL REGISTERED NCSHA MEMBERS.

7:30 a.m. - 12:30 p.m.

Registration & Information LONE STAR BALLROOM FOYER, LEVEL 3

7:30 a.m. - 9:45 a.m.

Donation Drive for LifeWorks LONE STAR BALLROOM FOYER, LEVEL 3



8:00 a.m. - 9:15 a.m.

Tuesday Plenary Breakfast: Austin Innovators

GRAND 6-8, LEVEL 4

Seated breakfast served 7:45 a.m. - 8:45 a.m.

Long known as a hotbed of innovation in tech and music, Austin is also home to an array of leaders looking to disrupt traditional approaches to affordable housing. This lively conversation will include some of the city's most creative and committed leaders talking about taking their new ideas to scale in design, construction, financing, and service delivery.

DISCUSSION LEADER

Stockton Williams, Executive Director | National Council of State Housing Agencies

PARTICIPANTS

Jason Ballard, Co-Founder | ICON3D

Susan McDowell, Executive Director | LifeWorks Austin

David Steinwedell, President and CEO | Affordable Central Texas

9:15 a.m. - 9:45 a.m.

Networking Break

GRAND BALLROOM FOYER, LEVEL 4 LONE STAR BALLROOM FOYER, LEVEL 3



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

→ Best of HFAs: Operations (FI) (GO) (HO) (MI) (RE) (SH) (SN)

LONE STAR F, LEVEL 3

This session highlights the innovative work of HFAs and their partners in operations. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- · Colorado: "Gap Map"
- · Illinois: "Rapid Results Initiative"
- Kentucky: "The Housing CCI Summits: Connect, Collaborate, Innovate"
- · Tennessee: "Maximizing WAP Production"

PARTICIPANTS

Audra Hamernik, Executive Director | Illinois Housing Development Authority

Margaret Miller, Business and Economic Analyst | Colorado Housing and Finance Authority

John Plakorus, Planning and Development Officer | Colorado Housing and Finance Authority

Wendy Smith, Senior Policy Advisor/Incoming Deputy Executive Director, Housing Production and Programs | Kentucky Housing Corporation

Blake Worthington, Housing Program Manager, Energy | Tennessee Housing Development Agency

→ Best of HFAs: Special Needs Housing (GO) (RE) (SN)

LONE STAR A/B, LEVEL 3

This session highlights the innovative work of HFAs and their partners in special needs housing. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- Illinois: "Rental Housing Support Program Special Demonstration"
- · Louisiana: "Louisiana's Housing Heroes"
- · New York City: "The Homestretch Program"

DISCUSSION LEADER

Jennifer Henderson, Director, Planning and Housing Development | North Dakota Housing Finance Agency

PARTICIPANTS

Christine Moran, Managing Director, Multifamily Finance Department | Illinois Housing Development Authority

Anthony Richardson, Senior Vice President of Development | New York City Housing Development Corporation

Nicole Sweazy, Executive Director | Louisiana Housing Authority | Louisiana Housing Corporation

→ Blockchain: Fad or Revolution? (IT) (MI)

LONE STAR G/H, LEVEL 3

Blockchain technology — a digitized, distributed ledger that immutably records and shares information across systems — is the buzzword of 2018. It's at the heart of bitcoin and other virtual currencies and seems on track to revolutionize real estate. But what is it really? Is it safe? Experts cover Blockchain 101 and share real-world examples.

DISCUSSION LEADER

Tim Kenny, Executive Director | Nebraska Investment Finance Authority

PARTICIPANTS

Dustin Byington, CEO | manyChains

Michael Hathaway, Partner | Cognida Network

Angel Justo Jones, Co-Founder and CEO | truFable

Shawn McKenna, Chief Executive Officer and President | ProLink Solutions

→ Finance Lightning Round Q&A (FI) (HO) (LE) (RE)

LONE STAR E, LEVEL 3

Industry experts and HFA finance gurus field a rapid-fire series of questions on a broad array of topics impacting HFA finance. Hear their takes on the current state of the market, future opportunities, possible challenges, financial management strategies, and more.

DISCUSSION LEADER

Sean Thomas, Executive Director | Ohio Housing Finance Agency

PARTICIPANTS

Larry Flood, Director of Finance | California Housing Finance Agency

Nicholas Fluehr, Managing Director | Wells Fargo Securities

Richard Froehlich, Chief Operating Officer, Executive Vice President for Capital Markets, and General Counsel | New York City Housing Development Corporation

David Jones, Principal | CSG Advisors Incorporated

Michael Koessel, Director, Head of Housing Group | CitiGroup

Aulii Limtiaco, Director | S&P Global Ratings

→ Getting the Most Out of Your Down Payment Assistance Program (FI) (HO) (MI)

GRAND 1/2, LEVEL 4

Hear how several HFAs have structured, funded, and targeted down payment assistance programs to better serve their constituents. Get a briefing from the Urban Institute on its latest research on barriers to consumer awareness of down payment assistance programs. Consider how to better educate homebuyers about your down payment assistance products.

DISCUSSION LEADER

René Acuña, Director of Homeownership | New Mexico Mortgage Finance Authority

PARTICIPANTS

Rob Chrane, Chief Executive Officer | Down Payment Resource

Arthur Fleming, Senior Vice President and Director, Community Investment Services | Federal Home Loan Bank of Atlanta

Ed Golding, Nonresident Fellow, Housing Finance Policy Center | Urban Institute

Heather Kvasnak, Manager of Business Development -Homeownership | Vermont Housing Finance Agency

→ Implementing Income Averaging (GO) (LE) (RE) (RU)

LONE STAR D, LEVEL 3

Explore the new Housing Credit income averaging minimum set-aside election and its impact on program administration. Understand strategies for facilitating mixed-income development, allocating agency implementation plans, and critical considerations for compliance monitoring.

DISCUSSION LEADER

Mark Shelburne, Director, Office of Housing Finance | Georgia Department of Community Affairs/Georgia Housing and Finance Authority

PARTICIPANTS

Beverly Bates, Senior Vice President of Development | The Community Builders

Patricia Murphy, Director of Compliance | Texas Department of Housing and Community Affairs

Stephanie Naquin, Multifamily Compliance | Novogradac & Company LLC

Timothy Veenstra, Director, Asset Management | Illinois Housing Development Authority

→ Tools and Resources to Promote Community Transformation (CO)

GRAND 3/4, LEVEL 4

Community engagement is one of the most effective ways to get people involved in the growth and development of their communities. Learn how data and information from sources such as Opportunity360 and PrezCat can inform critical communications with residents, community members, and other stakeholders. Get evidence-based messaging recommendations that can be used to advance an affordable housing and community development agenda.

DISCUSSION LEADER

J. Michael Hawkins, Ph.D., AICP, Managing Director of Community Outreach | Virginia Housing Development Authority

PARTICIPANTS

Taí M. Coates, Media Campaign Organizer | National Housing Trust

Andrew Masters, Strategic Partnerships Manager, Knowledge, Impact, and Strategy | Enterprise Community Partners

Chantelle Wilkinson, National Campaign Coordinator, Opportunity Starts at Home | National Low Income Housing Coalition

11:00 a.m. - 11:15 a.m.

Networking Break

GRAND BALLROOM FOYER, LEVEL 4 LONE STAR BALLROOM FOYER, LEVEL 3

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

→ Best of HFAs: Information Technology (GO) (IT) LONE STAR G/H, LEVEL 3

This session highlights the innovative work of HFAs and their partners in information technology. These entries in the 2018 Annual Awards for Program Excellence are featured in this session:

- Indiana: "Web-Based Application for Single-Family Programs"
- Kentucky: "InspectPro 360 UPCS Software"
- · Utah: "HFA Portal & Mortgage Purchasing System"

DISCUSSION LEADER

Kelly Becker, Director, Information Technology | Colorado Housing and Finance Authority

PARTICIPANTS

Chris Henderson, Information Technology Director | Indiana Housing and Community Development Authority

Joe Leary, Director of Information Technology | Utah Housing Corporation

Joseph Sanders, Managing Director of Technology Services | Kentucky Housing Corporation

→ Best Practices in Succession Planning (GO) (HR) (MI)

LONE STAR F, LEVEL 3

Do you have a long-tenured leader who soon will be retiring? This session is for board members, executive directors, and management team members who want to plan and execute a smooth, seamless leadership transition within an HFA or affiliated organization. Learn how to design and implement a succession plan that informs your external recruitment strategies and effectively develops and equips high-potential performers with the knowledge, skills, and abilities needed to assume critical leadership positions.

TRAINER

Tracy McMillan, Managing Principal | HCGA Consulting Partners

→ Building a Strong Brand: Consistency Matters (CO)

GRAND 3/4, LEVEL 4

Discuss how to establish brand guidelines for your organization that convey a strong identity, maintain a professional and credible image, raise awareness, and spur audiences to engage with your programs, products, and services. Hear how HFAs are developing style guidelines and ensuring staff and partners represent their brands correctly and consistently in everything from social media, to promotional materials, to events.

DISCUSSION LEADER

Wally Swenson, Director, Communications | Illinois Housing Development Authority

PARTICIPANTS

Ashley Jared-Salow, Communications Director | lowa Finance Authority

Kathy Phillips, Director of Marketing | California Housing Finance Agency

→ Expanding Accessibility (LE) (RE) (SN)

LONE STAR A/B, LEVEL 3

The shortage of affordable housing is even more acute for those who need accessible housing. Learn how state HFAs and industry partners are addressing this shortage by expanding access to accessible units in new and rehabilitated rental developments. Explore proactive ways to ensure accessibility and comply with the Americans with Disabilities Act and Fair Housing Act requirements.

DISCUSSION LEADER

Bettie Teasley, Director, Research and Planning | Tennessee Housing Development Agency

PARTICIPANTS

Carl Dudeck, Director, Housing Management | Pennsylvania Housing Finance Agency

Mark English, President | E&A Team, Inc.

Rebecca Frawley Wachtel, Tax Credits and HOME Program Director | Massachusetts Department of Housing and Community Development

Raul Gonzales, Director of OCI, HTF, and NSP |
Texas Department of Housing and Community Affairs

→ Financing Housing for Moderate-Income Families and Individuals (FI) (HO) (RE) (SH)

LONE STAR E. LEVEL 3

Gain insight into how HFAs can better address the increasing shortage of available affordable housing options for the "missing middle." Hear how one HFA is leading interagency efforts to invest in workforce housing. Consider new options for helping moderate-income families purchase homes.

DISCUSSION LEADER

Barbara Fields, Executive Director | Rhode Island Housing

PARTICIPANTS

Eric Enderlin, President | New York City Housing Development Corporation

Kim Travis, Housing Integrator | Oregon Housing and Community Services

John Turner, Manager of Community Development and Research | Nebraska Investment Finance Authority

→ Proactive Preservation (GO) (LE) (RE) (RU) (SH)

LONE STAR D, LEVEL 3

Survey trends in affordable housing preservation, including recapitalization of HUD and USDA-assisted rental properties, bond-financed developments, and the Housing Credit portfolio. Explore preservation financing tools, best practices in capital needs assessments, the use of performance and operating data to inform underwriting criteria, and strategies for at-risk developments.

DISCUSSION LEADER

Rebecca Peace, Deputy Executive Director and Chief Counsel | Pennsylvania Housing Finance Agency

PARTICIPANTS

Cynthia Bast, Partner | Locke Lorde LLP

Harold Nassau, Director, Asset Management Programs | NeighborWorks America

Ashley Oliver, Multifamily Manager for Asset Management | Minnesota Housing

Deborah VanAmerongen, Strategic Policy Advisor, Government Relations and Public Policy, Affordable Housing | Nixon Peabody LLP

→ Strengthening Relationships with Single-Family Partners (CO) (HO) (MI)

GRAND 1/2, LEVEL 4

Examine successful HFA initiatives that have fortified relationships with originators and other homeownership partners. Get direct feedback from industry partners about the challenges and benefits of working with HFA single-family programs and opportunities for future partnerships. Discuss how HFAs can work together to increase lender involvement in HFA programs.

DISCUSSION LEADER

Paige Omohundro, Business Development Manager, Home Finance | Colorado Housing and Finance Authority

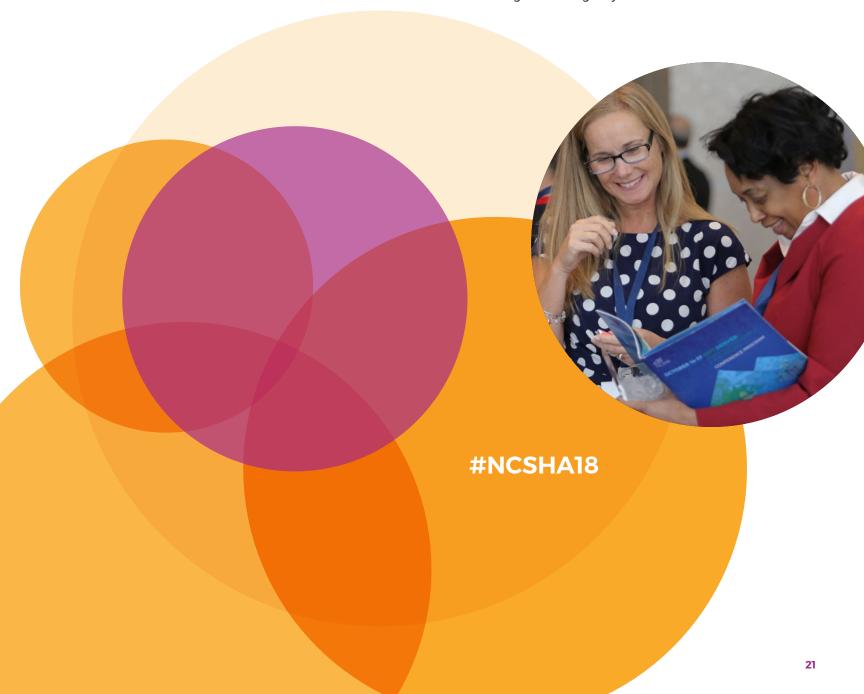
PARTICIPANTS

Shad Bogany, Broker Associate | Better Homes and Gardens Real Estate Gary Greene

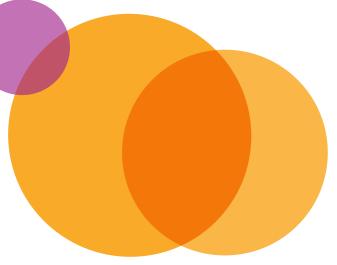
Ignatius MacLellan, Managing Director, Homeownership | New Hampshire Housing Finance Authority

Joshua Smith, Bond Programs Manager - Product Development | Guild Mortgage Company

Tom Walker, Business Development Manager, Home Finance | Ohio Housing Finance Agency



SHOWPLACE EXHIBITORS AND MAP



SUNDAY, OCTOBER 14

2:00 p.m. - 5:00 p.m. Showplace Grand Opening

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

SPONSORED BY



MONDAY, OCTOBER 15

7:30 a.m. - 6:30 p.m. Showplace Open

10:15 a.m. - 10:45 a.m. Networking Break

12:45 p.m. - 1:15 p.m. Coffee and Dessert

2:30 p.m. - 3:00 p.m. Texas Tailgate Break

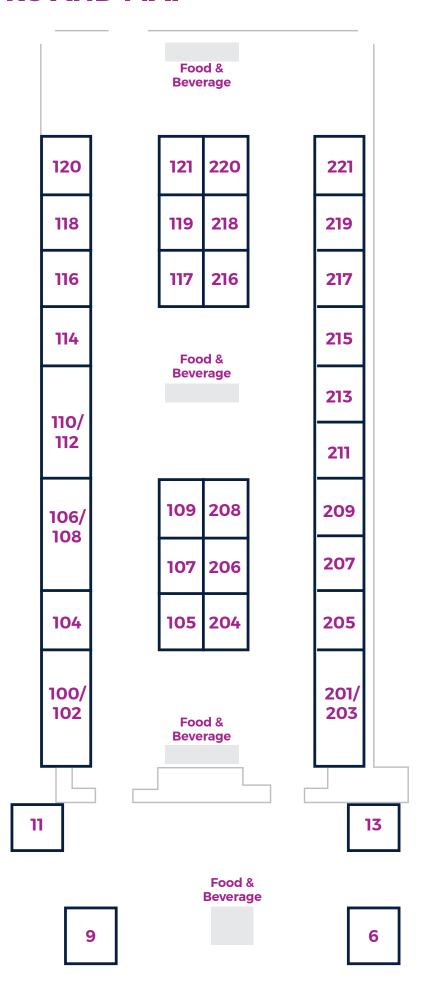
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4:15 p.m. - 4:30 p.m. Networking Break

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

5:45 p.m. Raffle Prize Drawings



Raffle

Table

NCSHA

Exhibit Booth

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ADFITECH, Inc. Booth 220	Lakeview Loan Servicing
Allita 360 Booth 216	See our ad on page 36.
BNY MellonBooth 207	MetasourceBooth 107
BOK Financial Booth 121	MGIC Booths 100/102 See our ad on page 41.
BondLink Booth 2	The Mitas Group, Inc Booth 211
CoreLogic Booths 106/108	See our ad on page 32.
Data Tree by First AmericanBooth 6	Moody's Investors Service
Dovenmuehle Mortgage, Inc Booth 109	NeighborWorks AmericaBooth 120
eHome America	PowerLender
Emphasys Software	PowerSeller Solutions LLC Booth 213 See our ad on page 42.
Epicosity Booth 119	ProLink Solutions Booth 105 See our ad on page 43.
Fannie Mae	RBC Capital Markets LLC Booth 104
Fitch Ratings Booth 209	S&P Global Ratings. Booth 114
Framework HomeownershipBooth 9	Stifel
Freddie Mac Booth 206	Ultra-Aire
See our ad on page 32.	U.S. Bank Home Mortgage —
Hatteras Inc. Booth 217	HFA Division Booth 204 See our ad on page 44.
Housing and Development Services Booths 201/203	VirPack Booth 208
See our ad on page 31.	Wells Fargo Bank, N.A. Booth 13
	See our ad on page 34.

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SHOWPLACE EXHIBITOR PROFILES



BondLink ADFITECH, Inc. Booth 220 **Booth 2**

3001 Technology Drive Edmond, OK 73013 800-880-0456 www.adfitech.com

John Rosenhamer, john.rosenhamer@adfitech.com

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Booth 216 **Booths 106/108** Allita 360

3045 Comberland Woods Drive Columbus, OH 43219 614-264-3721 www.allita360.com

Brian Greenwood, brian@allita360.com

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Seth Crone, Seth.Crone@bnymellon.com Richard Dillard, Richard.Dillard@bnymellon.com Jennifer Fredericks, Jennifer.Fredericks@bnymellon.com

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BOK Financial Booth 121

777 Main Street. Suite 3500 Fort Worth, TX 76102 817-348-5797 www.bokf.com

Pamela McAlpin Black, pblack@bokf.com Keith Papantonio, kpapantonio@bokf.com

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Scott Cronin, Scott@bondlink.com Sean Bannon, Sean@bondlink.com

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Adam Laughery, alaughery@corelogic.com Doug Ellis, dellis@corelogic.com

CoreLogic (NYSE: CLGX) is a leading property information, analytics, and solutions provider. The company's combined public, contributory, and proprietary data sources include over 4.5 billion records spanning more than 50 years. The company helps clients identify and manage growth opportunities, improve performance, and mitigate risk. For more information, visit www.corelogic.com.

Data Tree by First American

Booth 6

4 First American Way Santa Ana, CA 92707 714-250-1356 www.datatree.com

Tracie Wilson, twilson@firstam.com

First American delivers real estate data to fuel work flows and innovation. With property-centric data for 100% of the nation, users can research properties, determine homeownership, verify valuation, etc. In addition, First American collects and manages the country's largest document image library with unrivaled OCR search capability.

Dovenmuehle Mortgage, Inc.

Booth 109

1 Corporate Drive Lake Zurich. IL 60047 847-550-7300 www.dovenmuehle.com

Anna Swartz, anna.swartz@dmicorp.com

Dovenmuehle is the leading subservicing firm in the United States with more than 300 clients nationwide. Dovenmuehle works with lenders of all sizes to provide private label subservicing for mortgage loan and servicing portfolios. For more information, please contact David Allison at 847-550-7550 or visit www.dovenmuehle.com.

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eHome America

Booth 11

1450 N. Broadway Lexington, KY 40505 844-243-4663 www.ehomeamerica.org

Michael Berryman, mberryman@ehomeamerica.org

eHome America is an online education platform offering courses in homebuyer education, money management, and foreclosure education. We partner with non-profit housing counseling agencies and housing finance agencies to provide a quality education experience to their customers.

Emphasys Software

Booths 110/112

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Peter Bakonyvari, pbakonyvari@emphasys-software.com George Rodriguez, grodriguez@emphasys-software.com Vivian Cueva, vcueva@emphasys-software.com Colin Wells, cwells@emphasys-software.com

Emphasys Software assists clients with modernizing their business systems, providing Multifamily Allocation and Compliance tracking and monitoring and Single-Family, Accounting, and Financial solutions. Emphasys has built a reputation as an innovative, collaborative, and preferred partner to many HFAs. Come find out why over 60% of HFAs rely on Emphasys for their daily business operations.

Epicosity

Booth 119

300 N Main Avenue Sioux Falls, SD 57104 605-275-3742 www.epicosity.com

Justin Summers, justin.summers@epicosity.com Tiffany Mutchler, tiffany.mutchler@epicosity.com

Epicosity is an ideas company that specializes in marketing for the housing industry, blending traditional services with a strong digital footprint. We're thinkers. We're dreamers. We're storytellers, with a digital edge. We excel in creative development, digital strategy, video production, website development, PR and media buying and planning. With clients in 23 states and 5 countries (and counting), we have expertise in a variety of industries, including home lending, banking, and financial services.

LEADERSHIP CIRCLE

Fannie Mae

Booth 117

4000 Wisconsin Avenue Washington, DC 20016 800-232-6643 www.fanniemae.com

John Wright, john_a_wright@fanniemae.com Rob Bramer, rob_bramer@fanniemae.com

Fannie Mae serves the people who house America. We are a leading source of financing for mortgage lenders, providing access to affordable mortgage financing in all markets at all times. Our financing makes sustainable homeownership and workforce rental housing a reality for millions of Americans.

We listen to our customers and partners to understand their needs, putting them at the center of everything we do. We apply our experience and expertise to deliver innovative, smart solutions to help our customers succeed.

Fitch Ratings

Booth 209

33 Whitehall Street New York, NY 10004 212-908-0500 www.fitchratings.com

Ann Flynn, Ann.flynn@fitchratings.com
Mikiyon Alexander, mikiyon.alexander@fitchratings.com

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Framework Homeownership

Booth 9

1 Washington Mall, 12th Floor Boston, MA 02108 617-720-1999 www.frameworkhomeownership.org

 $Kelly\ Guenther, partners @ framework homeowners hip.org$

Framework is a startup social enterprise built on a simple idea: Every homebuyer should have access to unbiased information about the mortgage process and feel knowledgeable about the responsibilities of homeownership. We help our customers make confident decisions throughout their homeownership journeys and protect their investment for generations to come.

SHOWPLACE EXHIBITOR PROFILES



LEADERSHIP CIRCLE

Freddie Mac

Booth 206

1551 Park Run Drive McLean, VA 22102 800-424-5401

www.freddiemac.com/singlefamily/

Gina M. Celli-Marlow, Gina_Celli-Marlow@freddiemac.com Brian Mark, brian_mark@freddiemac.com

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Hatteras Inc.

Booth 217

12801 Prospect Street Dearborn, MI 48126 313-624-3300 www.4hatteras.com

Larry Puffer, lpuffer@4hatteras.com

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PLATINUM

Housing and Development Services

Booths 201/203

3050 Universal Boulevard, Suite 190 Weston, FL 33331 954-217-9597 www.hds-companies.com

Abdul Mondol, abdul.mondol@hdsoftware.com Elena Miranda, elena.miranda@hdsoftware.com Paloma Miranda, paloma.miranda@hdsoftware.com

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Lakeview Loan Servicing

Booth 118

1001 Morehead Square, Suite 475 Charlotte, NC 28203 704-998-0218 www.lakeviewcorrespondent.com

Clint Thomas, clintonthomas@bayviewloanservicing.com

Len Sweeney, leonardsweeney@bayviewloanservicing.com

Servicing over \$255 billion, Lakeview Loan Servicing is a trusted partner committed to providing lenders and housing agencies with consistent and stable whole loan liquidity. Acting as the Master Servicer for numerous HFA programs, Lakeview provides a Total Solution that maximizes loan execution and provides the lowest possible rates to borrowers. With a nationwide network of over 400 lenders, Lakeview is a proven industry leader in creating optimal outcomes for borrowers and managing credit risk.

HOUSING FRIENDS

Metasource

Booth 107

1900 Frost Road, Suite 100 Bristol, PA 19007 888-634-7684 www.mortgage.metasource.com

Colin Graf, cgraf@metasource.com Brady Meadows, bmeadows@metasource.com

MetaSource is a Digital Transformation Solutions provider, focused on Business Process Outsourcing/Business Process Management services integrated with Enterprise Content Management, workflow solutions, compliance services, and customer experience processes. MetaSource's mortgage services include quality control (QC) audits (pre-fund, post-close, servicing, MERS), lien release, whole loan purchase reviews, and more.

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LEADERSHIP CIRCLE

MGIC

Booths 100/102

270 E. Kilbourn Avenue Milwaukee, WI 53202 800-558-9900 www.mgic.com

Krysti Kovarik, krysti_kovarik@mgic.com Scott Meerstein, scott_meerstein@mgic.com Harper Wong, Harper_wong@mgic.com

We're proud to be guiding an industry, supporting our HFAs and lenders, and helping borrowers find a better way to achieve their dreams of homeownership.

The Mitas Group, Inc.

Booth 211

Booth 215

230 E Hunt Street, Suite 300 McKinney, TX 75069 800-914-6482 www.mitas.com

Steve Mitas, steve@mitas.com Lisa Kocsis, lisa@mitas.com

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Booth 218

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NeighborWorks America

Booth 120

999 North Capitol Street NE, Suite 900 Washington, DC 20002 202-760-4000 www.neighborworks.org

Kindra Hemphill, khemphill@nw.org Harold Nassau, hnassau@nw.org

Over 40 years, NeighborWorks America, a national, nonpartisan nonprofit, has created opportunities for people to improve their lives and strengthen their communities by providing access to homeownership and to safe and affordable rental housing. In the last five years, NeighborWorks organizations have generated more than \$27.2 billion in reinvestment in these communities. NeighborWorks America is the nation's leading trainer of community development and affordable housing professionals.

7251 Engle Road, Suite 400 Middleburg Heights, OH 44130 800-628-4687 www.powerlender.com

PowerLender

David Stricklen, dstricklen@powerlender.com Daniel Liggett, dliggett@powerlender.com Joseph Schmigel, jschmigel@powerlender.com

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PowerSeller Solutions LLC

Booth 213

7261 Engle Road, Suite 304 Middleburg Heights, OH 44130 844-769-7355 www.powerseller.com

Greg Crosby, greg.crosby@powerseller.com John Ratcliff, john.ratcliff@powerseller.com

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ProLink Solutions

Booth 105

98 Inverness Drive East Englewood, CO 80112 303-663-5900 www.prolinksolutions.com

Melissa Neumann, mneumann@prolinksolutions.com Shawn McKenna, smckenna@prolinksolutions.com Kelly Encinias, kencinias@prolinksolutions.com Greg Rohan, grohan@prolinksolutions.com

ProLink Solutions is a software company that enables the real estate finance industry to efficiently allocate capital, manage assets, and maintain compliance. We apply industry-leading technology and expertise to automate business processes and improve data accessibility.

SHOWPLACE EXHIBITOR PROFILES



LEADERSHIP CIRCLE

RBC Capital Markets LLC

Booth 104

200 Vesey Street New York, NY 10281 212-428-6200 www.rbccm.com

Michael Baumrin, Michael.baumrin@rbccm.com Cory Hoeppner, cory.hoeppner@rbccm.com

The Housing Finance Group is a key specialty group within our Municipal Markets platform. We now serve as senior and co-manager to 30 state Housing Finance Agencies (HFAs) and numerous local HFAs throughout the United States. We also work with various public housing authorities and affordable housing developers nationwide.

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S&P Global Ratings

Booth 114

55 Water Street New York, NY 10041 212-438-2000 www.spglobal.com/ratings

Aulii Limtiaco, aulii.limtiaco@spglobal.com Marian Zucker, marian.zucker@spglobal.com

In business for over 150 years, S&P Global Ratings, a division of S&P Global Inc. (NYSE: SPGI), is a leading provider of credit ratings. Our ratings are essential to driving growth, providing transparency, and helping educate market participants so they can make decisions with confidence. Learn more at spglobal.com/ratings.

LEADERSHIP CIRCLE

Stifel

Booth 205

787 7th Avenue, 5th Floor New York, NY 10019 212-874-6610 www.stifel.com

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Ultra-Aire

Booth 116

4201 Lien Road Madison, WI 53704 800-533-7533 www.inwalldehumidifier.com

Ron Revia, rrevia@thermastor.com Nikki Krueger, nkrueger@thermastor.com

Ultra-Aire is one of five brands manufactured by Therma-Stor in Madison, WI. The MD33 In-Wall Dehumidifier is Ultra-Aire's newest product designed for multi-family housing environments. The unit reduces the risks associated with interior mold while permanently installed to interior walls including masonry and CMU block. The Ultra-Aire MD33 In-Wall Dehumidifier is an innovative, affordable, and proactive approach to prevent issues created by too much moisture.



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U.S. Bank Home Mortgage – HFA Division

Booth 204

17500 Rockside Road Bedford, OH 44146 www.hfa.usbank.com

Sheryl Krocek, Sheryl.krocek@usbank.com Stacey Buzay, Stacey.buzay@usbank.com

U.S. Bank Home Mortgage is one of the nation's most stable and respected mortgage companies. With nearly half a century of experience in Mortgage Banking, the HFA Division has not only pioneered new innovations in Master Servicing but has also exceeded the expectations of affordable housing Lenders, Homebuyers, and Housing Finance Agencies by providing the highest level of service.

VirPack Booth 208

8300 Greensboro Drive, Suite 975 McLean, VA 22102 703-734-1133 www.virpack.com

Wayland Pond, wayland.pond@virpack.com Kelli Himebaugh, Kelli.Himebaugh@virpack.com

VirPack provides enterprise document management and paperless solutions that improve efficiencies and reduce costs for state HFAs and mortgage lenders. Key features include automated document recognition using OCR, customizable workflow and tasking, integrated lender and borrower web portals, and one-click electronic loan delivery to investors, servicers, and QC providers.

LEADERSHIP CIRCLE

Wells Fargo Bank, N.A.

Booth 13

1700 Lincoln Street, 10th Floor Denver, CO 80203 303-863-6313

www.wellsfargo.com/corporate-trust/

Shawn Hinton, shawn.r.hinton@wellsfargo.com Michael Alfano, Michael.alfano@wellsfargo.com

Wells Fargo offers a full complement of products and services for Housing Finance Agencies and their partners. Our team includes industry specialists, investment banking professionals, fixed-income trading and distribution specialists, and corporate trust professionals, allowing us to deliver a full spectrum of financing, capital-raising, bond trustee administration, and banking services.

Wilmington Trust, N.A.

Booth 219

1100 North Market Street, Floor 03 Wilmington, DE 19801 612-217-5672 www.wilmingtontrust.com

Greg Nelson, gnelson@wilmingtontrust.com Paul Hoek, phoek@wilmingtontrust.com

Wilmington Trust N.A. is a leading provider of corporate trust services, serving as Trustee, Paying Agent, and Registrar for approximately 5,100 issues representing more than \$100 billion in municipal bonds outstanding. Our professionals are experienced with all types of single- and multi-family housing bonds. We are committed to providing superior corporate trust services through our single point of contact model for offices around the globe.

Zions Bank Corporate Trust

Booth 221

One South Main Street, Suite 1200 Salt Lake City, UT 84133 801-844-7560 www.corporatetrust.zionsbank.com

Sandi Kinney, Sandra.kinney@zionsbancorp.com Dan Dixon, Daniel.dixon@zionsbancorp.com

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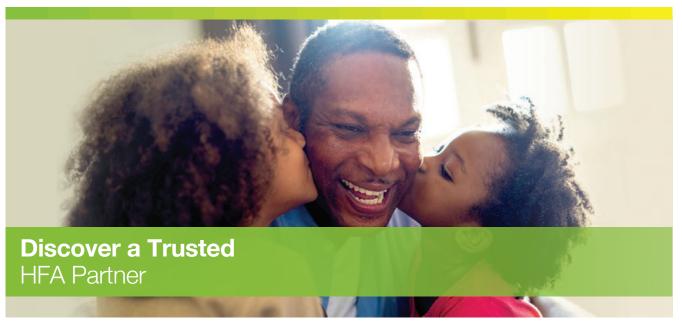
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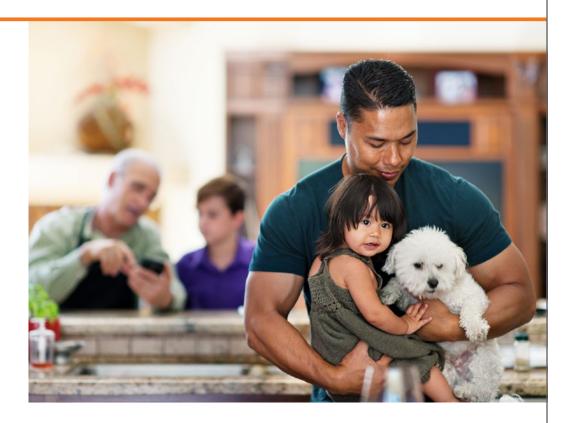
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