

SAN FRANCISCO • JUNE 11 - 14

NCSHA.ORG/HCC



the Industry's premier conference & marketplace



To see who else is sponsoring and exhibiting in 2019, visit ncsha.org/hcc. To learn about opportunities to partner with NCSHA during Housing Credit Connect 2019, refer to page 11 and contact Kimberly Carr at 202-624-5424.

PLATINUM





















SILVER











Famous for grand-dame Victorian homes, classic cable cars, dynamic diversity, a beautiful waterfront, and a soaring crimson bridge, the "City by the Bay" truly has it all. Trend-defining cuisine ranging from Michelinstarred dining to outrageous food trucks; world-renowned symphony, ballet, theater, and opera; plus almost boundless outdoor adventures, San Francisco justifiably stands out as one of the ultimate must-sees on any traveler's wish list.

Conveniently located near SoMa and Union Square, the San Francisco Marriott Marquis, NCSHA's conference headquarters, places you close to all the city's most famous attractions. Embarcadero, Golden Gate Bridge, and Fisherman's Wharf are all within easy reach, as are museums, shopping, theaters, and AT&T Ballpark.

Visit SFTravel.com to discover more and plan your free time during the conference.

NCSHA's Housing Credit Connect is the industry event of the year, offering decision-makers from the Housing Credit allocating agencies and their industry partners unparalleled professional development and networking opportunities.

Capitalizing on this year's location in San Francisco, we have invited State Treasurer Fiona Ma to discuss the magnitude of California's affordable housing crisis and innovative strategies to combat it by leveraging the Housing Credit and tax-exempt bonds, as well as new incentives for affordable housing development in Opportunity Zones.

The plenary sets the stage for nearly 30 interactive educational sessions covering the latest issues in Housing Credit development, finance, compliance, and management.

Hot topics include the outlook for legislative program changes, implementation of significant new program guidance from Treasury and HUD, the impact of the new income averaging minimum set-aside on development and compliance, innovative tax-exempt bond financing strategies, the latest Housing Credit equity market activity, leveraging the Credit in Opportunity Zones, the impact of tax reform on deal structuring, new Housing Credit preservation tactics, and a special closing plenary focusing on the future of the Housing Credit program.

New to the Housing Credit? The popular Housing Credit 101 track offers expert training sessions designed for program newcomers.

This conference brings together nearly 1,200 attendees, including executive directors and senior staff from the nation's Housing Credit allocating agencies, federal agency officials, and leading affordable housing developers, lenders, syndicators, investors, tax advisors, asset managers, nonprofits, compliance experts, property managers, and service providers.

Housing Credit Connect is also home to NCSHA's largest annual exhibition of affordable housing products and services, where you can find solutions to your most pressing business challenges.

Make plans now to join us for Housing Credit Connect 2019.

AGENDA ALLOCATING AGENCY-ONLY SESSIONS

TUESDAY, JUNE 11

Sessions open to NCSHA HFA and associate members only

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

Registration and Information

8:00 a.m. - 8:55 a.m. Continental Breakfast



9:00 a.m. - 9:45 a.m.

Washington Report

NCSHA's legislative and policy team report on Housing Credit legislation and the outlook for its advancement. Get the latest on affordable housing program funding, housing finance reform efforts, and other legislative and regulatory issues impacting the Credit.

9:45 a.m. - 10:00 a.m. Networking Break

10:00 a.m. - 11:30 a.m. **CONCURRENT SESSIONS**

Development Community Meet-Up

Allocating agency development officials share their experiences in Housing Credit allocation and underwriting and discuss emerging issues in program administration.

Compliance Community Meet-Up

Allocating agency compliance officials share their experiences in Housing Credit monitoring and discuss emerging issues in program compliance.

11:30 a.m. - 12:45 p.m. Lunch



12:45 p.m. - 2:00 p.m. CONCURRENT SESSIONS

Development Community Meet-Up (continued)

Compliance Community Meet-Up (continued)

2:00 p.m. - 2:15 p.m. Networking Break

2:15 p.m. - 3:45 p.m.

IRS Policy and Compliance Briefing

Senior Internal Revenue Service officials meet with allocating agency representatives to discuss recently published and forthcoming guidance, IRS compliance reporting, and current issues in program administration.

3:45 p.m. - 4:00 p.m. Networking Break

4:00 p.m. - 5:30 p.m.

Housing Credit Allocator and Investor Forum
Joint with Affordable Housing Investors Council
Housing Credit investors and allocating agency
representatives share perspectives on Credit pricing
trends, financial structuring, underwriting criteria, portfolio
performance, preservation challenges, income averaging,
and other program hot topics.

5:30 p.m. - 6:30 p.m. Allocators' Happy Hour



WEDNESDAY, JUNE 12

Morning sessions open to NCSHA HFA and associate members only

7:30 a.m. - 5:00 p.m.
Registration and Information

8:00 a.m. - 8:55 a.m. Continental Breakfast



8:30 a.m. - 10:30 a.m.

NCSHA Board of Directors Meeting
Open to NCSHA member HFA executive directors only
Breakfast available at 8:00 a.m.

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

HUD Policy Forum

Senior HUD officials meet with allocating agency representatives to discuss income limits, the impact of fair market rents on Housing Credit rents, qualified census tract and difficult development area designations, Rental Assistance Demonstration (RAD) developments, new Section 3 rules, Housing Credit tenant data collection, and the physical inspection alignment initiative.

10:30 a.m. - 10:45 a.m. Networking Break

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

Ask the Legal and Accounting Experts

Veteran tax advisors answer legal and accounting questions from allocating agency representatives and offer perspectives on program hot topics, including deal structuring and compliance aspects of income averaging, qualified contract activity, and state enforcement of extended use agreements.

11:00 a.m. - 1:00 p.m.

NCSHA Executive Directors Forum

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

12:00 p.m. - 1:30 p.m. Lunch Open to NCSHA HFA and associate members only



AGENDA OPEN TO ALL ATTENDEES

WEDNESDAY, JUNE 12

Afternoon sessions open to all attendees

1:00 p.m. - 5:30 p.m. **Marketplace Grand Opening**



2:00 p.m. - 3:30 p.m. **OPENING PLENARY**

Welcome and Opening Remarks

NCSHA's leadership discusses Housing Finance Agency policy priorities and the outlook for the Housing Credit and Housing Bond programs in Washington, DC.

Keynote: Addressing California's Affordable **Housing Crisis** State Treasurer Fiona Ma (invited) discusses the magnitude of California's affordable housing crisis and innovative strategies to combat it, including incentives for affordable housing development in Opportunity Zones.



Innovation and Collaboration for Affordable Housing Affordable housing leaders discuss California's innovative approaches to leveraging the Housing Credit, tax-exempt bonds, and other housing finance tools, as well as new opportunities for collaboration on Governor Newsom's affordable housing priorities.

3:30 p.m. - 4:00 p.m. **Networking Break in the Marketplace**



4:00 p.m. - 5:15 p.m. **CONCURRENT SESSIONS**

DEVELOPMENT

Housing Credit Equity Market Roundtable Housing Credit investors and syndicators explore current equity market activity and offer perspectives on Credit pricing trends, tax-exempt bond deals, the impact of tax reform on investor demand, the new income averaging minimum set-aside, Housing Credit developments in Opportunity Zones, and potential changes to Community Reinvestment Act (CRA) requirements.

COMPLIANCE

Compliance Hot Topics

Federal officials and industry compliance experts explore significant changes in Housing Credit compliance, including implementation of the income averaging minimum set-aside, new IRS requirements for state agency monitoring reviews and utility allowances, updates to income limit methodology, and other issues.

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

NETWORK **** Leadership Circle Reception** Open by invitation only to NCSHA member 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.





Register at ncsha.org/hcc and reserve your accommodations by May 13 and save.

AGENDA OPEN TO ALL ATTENDEES

THURSDAY, JUNE 13

Sessions open to all attendees

7:30 a.m. - 5:30 p.m. Registration and Information

8:00 a.m. - 7:00 p.m.

Marketplace Open
To see the list of exhibiting companies,
visit ncsha.org/hcc and select Partner with Us.

8:00 a.m. - 8:55 a.m. Continental Breakfast in the Marketplace



8:30 a.m. - 10:00 a.m.

NCSHA Opportunity Zones Focus Group Meeting
Open to NCSHA member HFA executive directors and one
designated staff member only
Breakfast available at 8:00 a.m.

9:00 a.m. - 10:00 a.m. CONCURRENT SESSIONS

DEVELOPMENT

Deal Structuring with Income Averaging

Explore new opportunities for Housing Credit development using the income averaging minimum set-aside election. Understand the impact of the set-aside on income limits, project rents, and Credit delivery. Discuss financial structuring benefits of mixed-income developments, structuring challenges in multiple subsidy deals, and best practices for unit designation and market studies.

COMPLIANCE

Focus on Fair Housing

Understand application of fair housing rules in the management of Housing Credit developments. Explore essential tenant qualification procedures, affirmative fair housing marketing plans, the general public use rule, Section 8 nondiscrimination provisions, senior housing definitions, Violence Against Women Act requirements, reasonable accommodation, and federal fair housing enforcement actions.

SPECIAL FOCUS

The RAD Revolution

Assess achievements and the future direction of HUD's Rental Assistance Demonstration (RAD) program. Explore lessons learned from RAD closings and deal structuring strategies involving Housing Credits, tax-exempt bonds, and HUD financing. Understand tenant relocation rules, appraisal and tax issues, and use of RAD to preserve the Section 202 portfolio.

HOUSING CREDIT 101

Housing Credit Program Basics

Veteran industry trainers discuss basic Housing Credit program rules, including income and rent restrictions, qualified allocation plans, federal preferences and criteria, and financial feasibility analysis.

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

Networking Break in the Marketplace



10:15 a.m. - 11:30 a.m.

Rural Housing Focus Group Meeting
Open to NCSHA member HFA executive directors and their designated staff members only

10:30 a.m. - 11:30 a.m. CONCURRENT SESSIONS

DEVELOPMENT

Overcoming Development and Construction Challenges
Multifamily developers offer solutions to current Housing
Credit development challenges, including increased
demand for the Credit and tax-exempt bond resources,
scarcity of gap financing, higher interest rates, development
siting issues, volatile construction material pricing,
construction labor shortages, and NIMBY concerns.

COMPLIANCE

Ensuring Compliance in the Extended Use Period
Consider state agency and industry best practices for
maintaining compliance in the Housing Credit extended
use period. Understand complexities related to acquisition/
rehabilitation, qualification of existing tenants, amendment
of extended use agreements, and compliance issues in
resyndications.

SPECIAL FOCUS

Incorporating Resident Services in Affordable Housing Examine financial structuring issues, underwriting criteria, and strategies for providing resident services in family, elderly, and permanent supportive housing. Assess federal, state, and local subsidies to support service provision and tools for measuring service provider capability. Understand the link between housing and health care as well as specific services for the homeless, veterans, and domestic violence survivors.

HOUSING CREDIT 101

Eligible Basis and Credit Calculations

Understand the three types of Credit, applicable percentages, IRS Form 8609 elections, accounting treatment of construction costs and soft costs, eligible basis calculations, and determining maximum Credit amounts.

11:30 a.m. - 12:45 p.m.

Networking Lunch in the Marketplace



12:45 p.m. – 1:45 p.m. CONCURRENT SESSIONS

DEVELOPMENT

Leveraging the Housing Credit in Opportunity Zones
Financial structuring experts analyze the combination
of the Housing Credit and Opportunity Zone incentives,
including tactics for structuring funds, allocating tax
benefits, optimizing equity contributions, and maximizing
eligible basis. Explore the impact of IRS guidance on
Housing Credit development, the use of bond financing in
Opportunity Zone deals, and the status of funds targeting
affordable housing.

COMPLIANCE

Understanding Section 8: The Basics of PBV, PBRA, HCV, and RAD

Understand Section 8 rental assistance programs, including project-based vouchers (PBV), project-based rental assistance (PBRA), and Housing Choice Vouchers (HCV). Analyze the impact of rental assistance on Housing Credit development and compliance requirements. Discuss Section 8 rules for income determination and rents and specific issues related to Rental Assistance Demonstration (RAD) deals.

SPECIAL FOCUS

Financing Development in Rural and Native American Areas

Study Housing Credit financing opportunities and preservation strategies for rural markets and Native American lands. Discuss trends in area median income growth and potential benefits and challenges to using the new income averaging minimum set-aside in rural areas. Understand the impact of Fannie Mae and Freddie Mac initiatives in these and other underserved markets.

HOUSING CREDIT 101

The Development Process

Explore the Housing Credit development process, including review of a typical development timeline, carryover allocation requirements, satisfying the 10 percent test, placed-in-service requirements, key deadlines, and supporting documentation.

1:45 p.m. - 2:00 p.m. Networking Break in the Marketplace

2:00 p.m. - 3:00 p.m. CONCURRENT SESSIONS

DEVELOPMENT

Multifamily Bond Financing Seminar, Part 1

This two-part session explores strategies to enhance and expand the use of tax-exempt bonds. Learn how states are deploying multifamily bonds in nontraditional and rural markets, for new production, and as a strategy to preserve the aging Housing Credit inventory. Focus on underwriting tactics for 4 percent deals, the critical role of the Credit agency even when another entity issues the bonds, and ensuring these developments meet the same high standards as any other Credit property.

COMPLIANCE

Income Averaging Compliance Considerations Examine compliance in Housing Credit developments

electing the income averaging minimum set-aside.
Understand state monitoring policies, investor
considerations, and property management perspectives.
Consider compliance challenges and best practices related
to unit designation, income limit application, the next
available unit rule, multiple subsidy developments, and
noncompliance correction.

SPECIAL FOCUS

Achieving Affordability and Healthy Housing Through Project Design

Explore architectural principles that promote cost-effective construction and enhance resident health. Discuss strategies for controlling Housing Credit development costs with smart design and construction material choices and incorporating affordability into energy efficiency and sustainability goals. Analyze the nexus between project design and resident health outcomes.

HOUSING CREDIT 101

Deal Structuring and Syndication Essentials

Learn fundamental aspects of structuring Housing Credit deals, including common investment structures, equity pricing considerations, financial structuring and underwriting criteria, the syndication process, partnership agreements, and Credit recapture basics.



Register at ncsha.org/hcc and reserve your accommodations by May 13 and save.

AGENDA OPEN TO ALL ATTENDEES

3:00 p.m. - 3:15 p.m. Networking Break in the Marketplace

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

DEVELOPMENT

Multifamily Bond Financing Seminar, Part II
Continue examining innovative tax-exempt bond
executions, including bond authority recycling, "twinning"
with 9 percent Credits, and other strategies to maximize
and stretch this resource. Learn how bond cap-constrained
states are instituting competitive 4 percent programs.

COMPLIANCE

Strengthening Compliance Through Asset Management Consider the latest reports on portfolio performance and how asset management data is impacting deal structuring and property compliance. Discuss site visit and monitoring strategies designed to enhance financial performance, mitigate risk, and strengthen compliance from lease-up through the extended use period. Explore risk-based monitoring and other approaches to target resources as the portfolio grows.

SPECIAL FOCUS

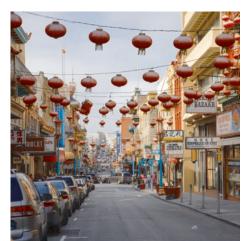
Housing Credit Advocacy Outlook

Federal housing policy advocates share perspectives on the legislative landscape for Housing Credit priorities with special focus on the Affordable Housing Credit Improvement Act and efforts to reduce qualified contract-related portfolio losses. Hear how divided government could help or hinder these efforts and the outlook for HUD funding, housing finance reform, changes to CRA, and more.

HOUSING CREDIT 101

Program Monitoring and Compliance

Understand essential aspects of Housing Credit compliance, including satisfying the minimum set-aside, applicability of income limits, tenant eligibility requirements, income calculation and verification rules, the next available unit rule, state agency compliance monitoring, property inspection requirements, and the impact of noncompliance on Credit delivery.



4:15 p.m. - 4:30 p.m. Networking Break in the Marketplace

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

DEVELOPMENT

Understanding the Housing Credit Preservation Challenge Discuss preservation strategies for Year 15 Housing Credit deals and other at-risk properties. Explore recapitalization financing using tax-exempt bonds, resyndication, and other resources. Study the policy implications of qualified contract activity and obstacles to the right of first refusal. Understand the magnitude of the preservation challenge as a wave of Housing Credit properties approach Year 30.

COMPLIANCE

Applying Income Limit and Utility Allowance Updates
Analyze recent updates to income limits and utility
allowances and the impact on maximum allowable Housing
Credit rents. Understand state agency, developer, and
management company perspectives on rent increases.
Consider the impact of minimum wage increases on income
limits and special issues related to preservation transactions,
resyndications, and multiple subsidy developments.

SPECIAL FOCUS

The Impact of Tax Reform on Deal Structuring
Tax advisors analyze various provisions of the Tax Cuts
and Jobs Act of 2017 and the impact on Housing Credit
deal structuring. Understand how the reduced corporate
tax rate, changes in depreciation rules, interest deduction
limitations, the base erosion and anti-abuse tax (BEAT), and
other tax provisions have affected investor interest, Credit
pricing, financial underwriting, and the existing portfolio.

5:30 p.m. - 7:00 p.m. Networking Reception in the Marketplace





FRIDAY, JUNE 14

Sessions open to all attendees

8:00 a.m. - 10:30 a.m. Registration and Information

8:00 a.m. - 8:55 a.m. Continental Breakfast



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

Closing Plenary: Current Program Challenges and Opportunities

Industry leaders forecast the future of the Housing Credit by examining current development and compliance challenges and identifying potential program opportunities. Panelists will explore the pressing demand for affordable housing, policy considerations in selecting development sites, the financial and compliance status of the existing portfolio, solutions to preservation challenges, innovative cost control and construction methods, and new strategies for leveraging existing affordable housing resources.



Register at ncsha.org/hcc and reserve your accommodations by May 13 and save.

SPEAKERS In addition to allocating agency leaders, other featured speakers include:

Sherry Ahrentzen, University of Florida

Tia Boatman Patterson, California Housing Finance Agency

Jen Brewerton, Dominium

Dana Brown, Fannie Mae

Sarah Brundage, Enterprise Community Partners

Fred Copeman, Boston Financial Investment Management

Judith Crosby, Kutak Rock LLP

Todd Crow, PNC Real Estate

Paul Cummings, National Affordable Housing Trust

Tom Davis, U.S. Department of Housing and Urban Development

Scott Michael Dunn, Costello Compliance

Dina Elani, U.S. Department of Housing and Urban Development

Allen Feliz, TCAM

Anthony Freedman, Holland & Knight LLP

Michael Gaber, WNC & Associates, Inc.

David Gasson, Boston Capital

Jian Grant, Internal Revenue Service (invited)

Amanda Lee Gross, US Housing Consultants

Scott Hoekman, Enterprise Housing Credit Investments, LLC

Michael Hollar, U.S. Department of Housing and Urban Development

James Holmes, Internal Revenue Service (invited)

Priya Jayachandran, National Housing Trust

Peter Kahn, U.S. Department of Housing and Urban Development

Jeffrey Kittle, Herman & Kittle Properties, Inc.

Susan Leahy, Bank of America Merrill Lynch

George Lydford, Internal Revenue Service (invited)

Jenny Netzer, TCAM

Michael Novogradac, Novogradac & Company LLP

Karen Przypyszny, National Equity Fund, Inc.

Robert Rozen, RRozen Associates

Jennifer Seamons, KeyBank

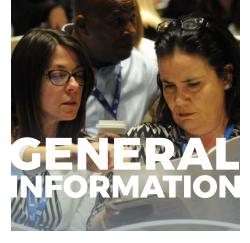
Samantha Sowards, Nan McKay & Associates, Inc.

Dillon Taylor, Internal Revenue Service (invited)

Deborah VanAmerongen, Nixon Peabody LLP

Dirk Wallace, Novogradac & Company LLP

Stockton Williams, National Council of State Housing Agencies



Attendance Policy

Unless otherwise noted, sessions are open to NCSHA members and nonmembers. *Members may not register as guests*.

Registration Fees

Register by Monday, May 13, and save.

Payment Postmarked	By May 13	After May 13
HFA or Associate Member (Tuesday - Friday)	\$570	\$625
Affiliate Member (Wednesday afternoon - Friday)	\$645	\$695
Nonmember* (Wednesday afternoon - Friday)	\$765	\$815
Guest (Receptions only)	\$85	\$85

*Not a member? Join today! Contact Phaedra Stoger at membership@ncsha.org for more information.

Guest Registration

A special guest registration is available for \$85 that admits your guest to the reception(s) included with your registration package. To register your guest, please contact the NCSHA Registrar; 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 is easy. Visit NCSHA's website at ncsha.org/hcc and click 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 at ncsha.org/hcc and returning it to NCSHA along with your payment.

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. A \$75 administrative fee will be deducted from all approved refunds. No refunds will be given for cancellations received after Friday, May 24, or for registrants who fail to attend the conference.

Hotel Accommodations

Please make a reservation well before the Monday, May 13, hotel group rate cutoff date to ensure availability.

Conference Headquarters:

San Francisco Marriott Marquis 780 Mission Street San Francisco, CA 94103 Phone: 415-896-1600

Room Rate: \$327/night (plus taxes) single/double

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 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 Housing Credit Connect 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 lists weekly and notify people found holding duplicate reservations or reservations without corresponding registrations. Failure to register within two business days thereafter will result in loss of the discounted group room rate without further notice; the room will be charged at the hotel's prevailing rate.

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 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.

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 Housing Credit Connect 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 23 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 during the conference.

Continuing Legal Education Credit

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

Questions

Contact NCSHA at registration@ncsha.org or 202-624-7710 with registration or housing questions or for assistance. Visit ncsha.org/hcc for more information on conference accommodations and ground transportation options.





Housing Credit Connect brings together more than 1,200 HFA executive directors and staff, Housing Credit allocators, developers, investors, attorneys, accountants, compliance experts, property managers, asset management companies, real estate professionals, syndicators, housing technology specialists, consultants, tax advisors, lenders, nonprofits, and other stakeholders for extensive networking and professional development. 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.

EXHIBIT: Showcase your company's latest products and services in the Marketplace! The hub of conference activity, the Marketplace is designed to bring attendees directly to you for one-on-one networking. To see the list of companies exhibiting in 2019, visit ncsha.org/hcc and select Partner with Us.

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

To learn more, visit ncsha.org/hcc or contact NCSHA's Kimberly Carr at 202-624-5424 or kcarr@ncsha.org.



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

