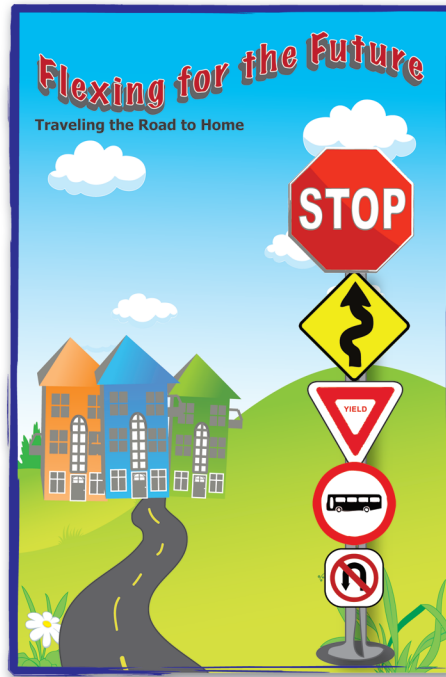




20th Annual Affordable Housing & Community Development Conference



Thursday, October 13, 2011 Marina Village Conference Center 8:15am – 4:45pm

Title Sponsor



Platinum Sponsor



Gold Sponsors



AND

1st Annual Affordable Housing Institute

Wednesday, October 12, 2011

12:30pm – 6:00pm

Marina Village Conference Center, Anchor Room

Institute Sponsor:



INSTITUTE SCHEDULE

Wednesday, October 12, 2011

12:30PM.....REGISTRATION

1:00PMSESSIONS BEGIN

SESSION 1

“AFFORDABLE HOUSING 101”

SESSION 2

“DEVELOPMENT PROCESS”

SESSION 3

“TAX CREDIT BASICS”

SESSION 4

“BOND BASICS”

5:00PM.....CLOSING SESSION

~ NETWORKING HAPPY HOUR ~

CONFERENCE SCHEDULE

Thursday, October 13, 2011

8:15AM..... REGISTRATION, BREAKFAST & EXHIBITS

9:00AMWELCOMING REMARKS

KEYNOTE SESSION ~ FEATURING DAVID SMITH, RECAP ADVISORS

10:30AM..... BREAK & EXHIBITS

11:00AM..... MORNING SESSIONS

12:30PM..... LUNCH

1:45PM..... EARLY AFTERNOON SESSIONS

3:00PM..... BREAK & EXHIBITS

3:30PM.....LATE AFTERNOON SESSIONS

5:00PM.....NETWORKING RECEPTION

Keynote Session

Is There a Problem With Affordable Housing?"

The Industry versus the Devil's Advocate

Background: Why aren't we producing more new affordable housing units, and what, if anything, should be done about it? Should the industry defend the status quo as being the right and best way to create balanced sustainable communities and provide properties that will be good investments for the next 55 years? Or, should there be changes that result in lower costs, more units and shorter development schedules? What are these arguments and do they have merit? Moderator and Devil's Advocate, David Smith, who's always willing to liven things up, will take on three defenders in a mock trial where the audience serves as the jury. Smith will be leveling these three charges against the current system.

- **There are too many hurdles.** Costs are too high because there are too many requirements on where and what we can build.
- **There are too many rules.** Costs are too high because we're bound by too many rules that have nothing to do with providing quality shelter.
- **There are too many players.** Costs are too high because finding the money is so complicated it takes too long and requires too many expensive consultants and attorneys.

Three participants as defenders will defend against one of the charges. Will the moderator win by proving any of the charges? Will the panelists win by rebutting all the charges? You'll be the jury, and let justice prevail!

Moderator: David Smith, Recap Real Estate Advisors

Participants aka "Defenders:"

Bill Witte, Related California

Nancy Andrews, Low Income Investment Fund

Anne Wilson, Community HousingWorks

Keynote Session Sponsored by:



Morning Sessions

Occupied Rehabs—When Your Construction Site is Also Someone's Home

Design & Development

Conducting an occupied rehab requires intensive coordination between residents, property management, and contractors. This workshop will cover preparing for and resolving tenant issues, coordinating with property management and the general contractor, certifying existing residents and conducting both temporary rehab move-outs and permanent relocation.

- Moderator: Jack Farris, Wakeland Housing & Development Corp.
- David Day, Portrait Homes
- Brett Paulson, Corner Stone Right of Way
- Sochiata Vutthy, Community HousingWorks

A Conversation with the California Tax Credit Allocation Committee

Housing Finance

This session will address 2011 Tax Credit Allocation Committee outcomes including the 9% credit competition results; 4% credit activity to date; and some trends relative to prior years. We will also discuss cost containment; geographic apportionments; and federal policy regarding the 9% credit percentage. TCAC staff will also share and receive ideas for regulation changes in 2012.

- William Pavão, California Tax Credit Allocation Committee
- Gina Ferguson, California Tax Credit Allocation Committee

Innovative Approaches to Housing the Most Vulnerable Supportive Housing

San Diego has embraced groundbreaking approaches to ending homelessness: Providing housing and services to the most frequent users of high cost systems of care, identifying the most vulnerable unsheltered homeless at risk for dying downtown and offering them supportive housing and the creation of the Keys to Housing Toolkit with strategies to end family homelessness. Join our discussion of these initiatives, outcomes to date, and ongoing plans to continue to provide innovative solutions to homelessness in our community.

- Moderator: Simonne Ruff, Corporation for Supportive Housing
- Matthew Doherty, LeSar Development Consultants
- Pat Leslie, Keys to Housing
- Brian Maienschein, Home Again

Property Financials 101

Housing Operations

Your property's financial statements are an important management tool. This session will help you uncover what your financials are telling you, including how to read your balance sheet and income statement, calculate debt service coverage, and budget appropriately. Panelists will also discuss what your investors are looking for when reviewing your financials, as well as look at the "audited financials," how to prepare for the audit, and how the audit ties to the limited partnership agreements and the waterfall.

- Moderator: Brian Roberts, Union Bank
- Joan Edelman, Wakeland Housing & Development Corp.
- Candace Holcombe, Newport Pacific
- Jenny Kilkuno, Leaf & Cole LLP

Managing the High Cost of Parking in Affordable Housing Developments

Housing Issues

Providing an efficient amount of parking is crucial for any community. However, excessive parking requirements increase development costs, reduce the potential for on-site amenities and create an inefficient use of land. This presentation will discuss a study initiated by the City of San Diego, with funding from the Redevelopment Agency and the San Diego Housing Commission, to examine parking needs in existing Affordable Housing developments and to consider options for customizing parking standards, creating a better match between needs and requirements.

- Moderator: Michele St. Bernard, Redevelopment Agency of the City of San Diego
- Samir Hajjiri, City of San Diego
- Nancy Graham, AECOM
- Bill Hurrell, Wilbur Smith Associates
- Dan Joyce, City of San Diego

Greening Your Portfolio

Trends

Building owners wishing to reduce energy and water use in multi-family properties face an overwhelming array of opportunities in terms of energy upgrade measures, rebates, grants, and financing programs. This workshop will introduce a tool developed to help multi-family building owners navigate the green retrofit market through identifying property specific green upgrade opportunities, matching properties to applicable programs, and prioritizing properties within a portfolio. Panelists will also present energy efficiency, renewable energy, and water efficiency programs available to multi-family properties in the San Diego region.

- Elizabeth McCollum, Heschong Mahone Group
- JoEllen Jacoby, City of San Diego
- Agnes Stupak, California Center for Sustainable Energy

Early Afternoon Sessions

Innovative Design Techniques

Design & Development

This session will feature several aspects of innovative design elements of affordable housing. With lighting design, tenants with impaired vision require higher light levels and low-glare fixtures. Learn how designers and facilities managers can improve the economics and energy use of dwelling units and common areas by specifying adaptable lighting. Domestic Hot Water Design Strategies – Learn about cost effective ways to make and deliver hot water for single family and multifamily homes. Learn about tank type, tankless, point-of-use, heat-pump water heaters, and boilers. Advanced Framing Techniques - Advanced techniques can reduce construction costs and utility bills. Learn about Advanced Wall Framing and upcoming energy efficiency code compliance credits for AWF techniques.

- Elizabeth McCollum, Heschong Mahone Group
- Owen Howlett, Heschong Mahone Group
- Eric Kirchhoff, PE, Southern California Gas Company

Alternative Financing Sources for Affordable Housing

Housing Finance

With the uncertainty of redevelopment funding and other sources drying up in these economic times, this panel will examine alternative financing resources for affordable housing. Two experts from top agencies- Department of Housing and Urban Development and California Department of Housing and Community Development will provide details about their current financing programs and will provide some insight as to what to expect in the near future. Audience members will be encouraged to ask questions of these "gurus."

- Moderator: Lisa Castillo, WNC & Associates
- Kelly Boyer, U.S. Department of Housing & Urban Development
- Cathy Creswell, California Department of Housing & Community Development

20 Years of Supportive Housing: What Have we Learned?

Supportive Housing

Join us for this interactive discussion of what's been learned over two decades of supportive housing development and operations, as well as where the industry is headed. CSH is celebrating its 20th anniversary and will discuss the evolution of supportive housing models along with an analysis of the current "state of the industry." Skid Row Housing Trust will share lessons learned over 20 years of providing supportive housing to the most vulnerable homeless in LA. Presenters will highlight models of supportive housing, with a focus on best practices for integrated supportive housing that mixes affordable units with supportive units.

- Jonathan Hunter, Corporation for Supportive Housing
- Mike Alvidrez, Skid Row Housing Trust

The Newest Fair Housing Trends and Hot Topics

Housing Operations

The only thing that never changes is change, especially in fair housing. Don't get caught off guard! This workshop will provide you with an overview of the issues trending now and currently on the horizon. You'll be updated on second- and third-hand smoke dangers, the increasing number of hoarding cases, the newest domestic violence laws, direct threats in mental disability situations, medical marijuana use in affordable housing, potential new federally protected classes in discussion now and a brief ADA update.

- Kathleen Belville, Kimball, Tiry & St. John LLP

LIHTC: Preparing for Year 15 and Negotiating the Transition

Housing Issues

Fifteen years sounded like forever when we closed on our first deals. For many of us, though, it's now just around the corner! Find out what you should be doing to prepare for the Year 15 transition from an operations and legal perspective. Because this workshop features three attorneys, we will focus on the inevitable, yet anxiety-producing, negotiations between the general and limited partner regarding the terms and conditions of the LP's exit and GP's continued ownership of the property.

- Moderator: Jahi Akobundu, Strategic Consulting Initiative
- Lina Ericsson, Ericsson Law Group
- Amy DeVaudreuil, Goldfarb & Lipman LLP
- Richard Power, Carle Mackie Power & Ross LLP

New Tools for Preserving HUD Assisted Housing

Trends

HUD's Office of Multifamily Housing is in the midst of a major effort to provide new tools to facilitate the preservation of older HUD assisted properties. This workshop will feature a presentation on some of these new tools. The opportunities to use the new tools will be discussed in the context of a recent case study by a representative of the nonprofit owner and the financial consultant who worked helped work through the many issues involved. There will also be time for Q&A with the HUD representative.

- Moderator: Matt Schwartz, California Housing Partnership Corp.
- Margaret Solle Salazar, U.S. Department of HUD
- Mary Jane Jagodzinski, Community HousingWorks
- Paul Beesemeyer, California Housing Partnership Corp.

Late Afternoon Sessions

This Proforma Needs Help! Strategies for Reducing Costs

Design & Development

How can we get the most out of every dollar invested in affordable housing? In this session, a developer presents a hypothetical case study and challenges a contractor, architects, and planners to help him reduce the financing gap and create a proforma that works. We'll look beyond the traditional "value engineering" that is often focuses only on a downward adjustment in specifications and seek the big ideas that can keep costs down in this era of scarce financing resources.

- Moderator: Dave Gatzke, Community HousingWorks
- Tom Remensperger, Legacy Building Services
- Eric Olsen, AIA, LEED. Thomas Cox: Architects
- Greg Konar, J.H. Douglas & Associates
- John Thatch, Dahlin Group Architecture Planning

State of the Tax Credit Equity Market

Housing Finance

Financing for affordable housing has an uncertain future. This panel will address the current state of the tax credit market. What are the latest trends in the tax credit equity market? Has underwriting criteria changed? What is the impact of the elimination of RDA's on the equity market? Find out the answers to these and other pertinent questions from local equity market practitioners.

- Moderator: Matt Grosz, Chelsea Investment Corp.
- Lisa Castillo, WNC & Associates
- Matthew Haas, Merritt Community Capital Corporation
- Stacie Altmann, RBC Capital Markets

Operating Subsidies in Special Needs Housing

Supportive Housing

Have you ever been interested in developing housing for special needs populations but wondered what operating sources exist to help cover the costs of operating housing for extremely low-income individuals? This workshop will cover what operating sources currently exist and how you can access them for your special needs housing units. Panelists will discuss what subsidy levels you can expect to receive depending upon such factors as: operating subsidy program type; administrating agency policies; and capital sources and their role in determining rent levels

- Tricia Tasto Levien, Corporation for Supportive Housing
- Pat Getzel, Pat Getzel & Associates
- Jeff Davis, San Diego Housing Commission

Property Management Challenges

Housing Operations

Anyone in property management knows that it is rewarding ... and challenging. This session's panelists will discuss some "real life" scenarios that have come up at their properties and will give perspectives from a legal, management, and owner's perspective. Topics covered will include smoking, medical marijuana usage, bedbugs and other pests, hoarding, child neglect, and tenant disputes.

- Moderator: Rebecca Louie, Wakeland Housing & Development Corp.
- Kathy Belville, Kimball, Tiry & St. John LLP
- Kay Chiaravalle, ConAm Management Corporation
- Katrina Butler, ConAm Management Corporation

The Politics of Affordable Housing: What You Won't Learn in Political Science Class

Housing Issues

While developers, advocates, and government employees work on housing projects and policies, the deciding factor is in the hands of elected officials. Hear from three veteran politicians on: How are decisions on housing policies and projects really made? What role do lobbyists, watchdogs, and the general public have in the outcome? What influence does staff have? Does compromise in the effort to appeal to both sides really yield good public policy?

- Moderator: Evan Becker, Evan Becker Consulting
- Steven Padilla, Former Mayor of City of Chula Vista
- Lori Holt Pfeiler, Former Mayor of City of Escondido

Redevelopment—Where Are We?

Trends

Entities that partner with redevelopment agencies have had to deal with a sudden reduction in available resources dedicated to affordable housing development. This session will provide an update on how jurisdictions have responded to ABx1 26/27, the suit brought against the State by the California Redevelopment Association and the Court's subsequent stay. There will also be a review of SB450, new legislation that reforms the Housing set-aside.

- Moderator: Julie Snyder, Housing California
- Janice Weinrick, City of San Diego
- Kevin Reisch, City of San Diego
- Mark Stivers, Consultant to CA State Senate Committee on Transportation and Housing

Affordable Housing Institute Details

The San Diego Housing Federation is excited to announce its First Annual Affordable Housing Institute. The half-day institute is designed to provide attendees with knowledge of the fundamentals of affordable housing development and finance. The Institute is tailored to individuals contemplating a career in housing development, real estate, finance, business, city planning, and public administration programs that are seeking a fuller understanding of the affordable housing industry. It is an ideal primer for those planning to attend the Federation's annual conference.

Attendees will receive a printed glossary of affordable housing terms.

Session 1

Affordable Housing 101: Why Affordable Housing in San Diego is an Oxymoron

What is affordable housing and why is it important? This session will give participants a familiarity with basic affordable housing concepts and terms and will serve as a foundation for subsequent sessions.

Speakers:

Matt Jumper, San Diego Interfaith Housing Foundation
Paul Marra, Keyser Marston Associates

Session 2

Development Process: From Dirt to Doorknobs

What does it take to fund and construct an affordable housing development? Learn the basics of the development process from multiple perspectives, from the financing to finished product. Session will feature the complexities and obstacles faced along the way to creating affordable homes for everyone.

Speakers:

Debbie Ruane, San Diego Housing Commission
Stacie Altmann, RBC Capital Markets

Session 3

Tax Credit Basics: Find Out What Google and Affordable Housing Have in Common

This highly complex funding source is integral to the development of affordable housing.

Unfortunately, the way it works is often a mystery to those outside the industry

This session will simplify and demystify the Low Income Housing Tax Credit program.

Speakers:

Jahi Akobundu, Strategic Consulting Initiative
Todd Fabian, National Equity Fund

Session 4

Bond Basics: Everything You Wanted to Know About Bonds But Were Afraid to Ask

Multifamily Housing Bonds are issued to finance the construction of multi-family housing projects where a specified proportion of the units will be rented to moderate and low-income families.

Experts will be on hand to take attendees from start to finish of the bond issuance process.

Speakers:

John McAlister, Merchant Capital, LLC
Ben Barker, California Municipal Finance Authority

Closing Session

Networking Happy Hour

Attendees can meet and mingle amongst each other and the speakers.

Institute Only- \$75, With Conference Registration, \$50.

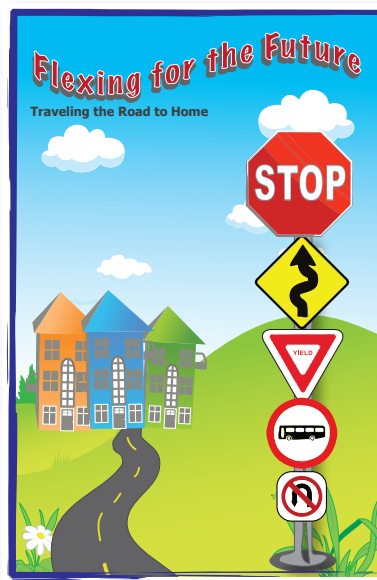
Registration is Online Only at www.sdhfconference.eventbrite.com

“Flexing for the Future: Traveling the Road to Home”

San Diego Housing Federation’s 20th Annual Affordable Housing & Community Development Conference

**Thursday, October 13, 2011
and**

**1st Annual Affordable Housing Institute
Wednesday, October 12, 2011**



**Marina Village Conference Center
1936 Quivira Way San Diego, California
Conference Registration Fees:**

Registration Fees Through October 4, 2011

SDHF Members: \$160

Non-Members: \$190

Speakers Attending Other Sessions: \$60

Registration Fees After October 4, 2011

SDHF Members: \$190

Non Members: \$220

Speakers Attending Other Sessions: \$60

**Institute Fees are \$75 for Institute Only, \$50 with Full Conference Registration
Institute takes place in Anchor Room only.**

****Conference Group Discount: Take \$20 off each for 3 or more employees from same organization.****

Organizations that Join the Federation and register an attendee between September 1, 2011 and October 14, 2011 are eligible for a discounted conference registration, please email or call Kelley Dukat for details.

To Register, Please visit: <http://www.2011sdhfconference.eventbrite.com>

