C A R H P R E S E N T S

2015 MIDYEAR MEETING
Celebrating CARH’s 35th Anniversary
Building on Decades of Leadership
Developing and Sustaining Affordable and Rural Housing

January 26-28, 2015
Loews Don CeSar Hotel
St. Pete Beach, Florida

Council for Affordable and Rural Housing, 1112 King Street, Alexandria, VA 22314
T. 703-837-9001 F. 703-837-8467
e-mail carh@carh.org, website: www.carh.org
The CARH 2015 Midyear Meeting

Building on Decades of Leadership
Developing and Sustaining Affordable and Rural Housing

January 26-28, 2015 | Loews Don CeSar Hotel, St. Pete Beach, Florida

The Council for Affordable and Rural Housing (CARH) Midyear Meeting will take place on January 26-28, 2015, at the Loews Don CeSar Hotel in St. Pete Beach, Florida. The theme of the meeting, “Building on Decades of Leadership—Developing and Sustaining Affordable and Rural Housing” will reflect the 35 years that CARH and its members have advocated and promoted an important segment of the affordable housing industry. The meeting will celebrate this important milestone, reflecting both on the history of CARH, and looking ahead to the future.

The CARH Midyear Meeting is regarded as the premier affordable rural housing meeting in the United States. In addition to the celebratory events during the meeting, we will again offer high-caliber industry experts and government officials, presenting the latest information on regulations, pending legislation, and trends that impact your business.

Attendees will be the first to hear from CARH’s Washington experts on the impact of the November Congressional elections on their business. What will be in store for the affordable rural housing industry in the first session of the 114th Congress? Sessions throughout the meeting will focus on tax-related issues and analysis of the budget and regulatory concerns so that attendees will have the most up-to-date information and tools necessary to increase business efficiencies. There will also be social activities that will allow time to network with your industry colleagues.

CARH will present the prestigious Harry L. Tomlinson Award, the State Affiliated Association of the Year Award, and the Member of the Year Award. Be there to recognize and celebrate your colleagues who have excelled in the affordable housing industry and moved our objectives forward through their achievements. We will also recognize industry leaders who have helped CARH achieve 35 years as the premier association representing the rural and affordable housing industry!

Loews Don CeSar Hotel, the meeting headquarters, is known as Florida’s “Pink Palace.” Built in 1928, it resembles a Mediterranean-style castle. Born in the Great Gatsby era as a playground for the rich and famous, the iconic “Pink Palace” has been revitalized and refreshed within, ensuring a future as rich and storied as its history. The Don CeSar is situated on seven miles of powdery white beach and offers watersports, fishing, and access to nearby golf and tennis. It is also minutes away from shopping, entertainment and nightlife in St. Petersburg.

A highlight of the meeting will be the Networking Reception on Tuesday, January 27 at the Salvador Dali Museum in St. Petersburg, where a special exhibition, “Picasso/Dali, Dali/Picasso,” is on display. This historic exhibit provides an in-depth assessment and comparison of Picasso and Dali side-by-side.

Plan now to attend the CARH 2015 Midyear Meeting. We look forward to seeing you in January!

*On the Cover:
LEFT Photo - Brisas de Paz Apartments in Desert Hot Springs, California. Owned by Coachella Valley Housing Coalition. Financed through Bonneville Multifamily Capital using USDA Section 538 loan.
RIGHT Photo - Heron Run Apartments in Dmyrna, Delaware. Owned by Green Street Housing, Managed by TM Associates Management
Monday, January 26, 2015

8:30 a.m. - 4:00 p.m.  
Registration Open

8:00 a.m. - 5:30 p.m.  
Committee Meetings

8:00-9:00 a.m.  
Best Practices and Education Committees  
This joint committee meeting will continue to focus on educational courses for the industry, with an update on the revisions to CARH’s Basic Apartment Management (BAM) course book. Best practices forms and initiatives will be reviewed vis-à-vis regulatory changes. Recommendations for additional items that should be added to the best practices section of CARH’s website will be examined. The joint committee should be prepared to recommend its top issues for action to the CARH Board of Directors.

9:00-9:15 a.m.  
Break with Exhibitors  
This will be the first of many opportunities for attendees to spend time with the vendors, whose companies supply goods and services to the affordable rural housing industry.

9:15-10:15 a.m.  
State Associations Committee  
The committee will review the nuts and bolts of organizing state meetings. Other educational conferences including “Buyer and Seller Conferences” that have been organized by state associations will be examined. State associations throughout the country will be encouraged to sponsor these important preservation conferences. Social media options will be discussed vis-à-vis the promotion of membership in CARH and state associations as well as how social media has been used to communicate issues of concern to both the industry as well as to elected and regulatory officials in the states. The committee should be prepared to recommend its top issues for action to the CARH Board of Directors.

10:15-10:30 a.m.  
Break with Exhibitors

10:30 - 11:45 a.m.  
Management Committee  
This committee will focus on the vast array of issues facing management companies today. Funding for Rural Development’s (RD) Section 521 Rental Assistance (RA) program and other servicing issues will be on the committee’s agenda. Management fees for companies managing RD’s properties were increased in 2015 based on the Department of Housing and Urban Development’s (HUD) Operating Cost Adjustment Factor (OCAF) which varies based on location in the country. However, the industry, led by CARH, has also proposed the use of an OCAF adjustment for the base fee, as well as Base Fee Boosts and Add-on Fees. The national RD office continues to review this part of the industry’s proposal. The committee will discuss efforts to garner positive action by the agency. Officials from the national RD office will be available to discuss these and other issues, such as RA processing and non-profit asset management fees via a teleconference during the committee’s meeting. HUD initiatives as well as housing credit compliance issues will also be examined. The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.

12:00-1:45 p.m.  
Opening Luncheon and News from Washington  
Enjoy lunch with all the exhibitors whose companies supply goods and services to rural housing providers. CARH’s Washington, DC experts will discuss the legislative and regulatory issues that will impact the affordable housing industry during the upcoming year. The impact of the 2014 Congressional elections and make-up of the 114th Congress will be examined. Will tax reform continue to be part of the new Congress’s agenda? Oversight of affordable housing programs and budget issues will be part of the discussion.
Development and Owner Committees
This joint committee meeting will explore the various transactional issues impacting the development community, as well as preservation and operations issues facing owners. While many of the issues are unique, there are equally as many that resonate across the industry. The Fiscal Year (FY) 2015 budget will be analyzed with an eye towards what may be proposed in the Administration’s budget for the upcoming fiscal year for both HUD and RD housing programs. Housing credit and bond-related issues will be outlined. Preservation transactions and policies being implemented by both HUD and RD will also be examined. Specifically, we will discuss RD’s use of soft loans, tax credit rents, MPR assignment and handing reserves and expiring Section 515 mortgages and RA contracts. We will also discuss HUD’s Section 8 renewal and budget-based rent increase process. Alternative financing instruments will be reviewed and credit markets analyzed. This joint committee should be prepared to recommend top issues for action to the CARH Board of Directors.

4:00-4:15 p.m.
Break with Exhibitors

4:15-5:30 p.m.
Board of Directors
All attendees are welcome to attend.

Networking Reception
Loews Don CeSar Hotel
After a day of committee meetings, attendees will have time to network with colleagues and visit with friends. At the conclusion of the reception, enjoy dinner on your own at some of the exciting restaurants that St. Petersburg and the Tampa Bay area have to offer.

Tuesday, January 27, 2015

7:30 a.m.-12:00 p.m.
Registration Open

7:45-10:15 a.m.
General Sessions

7:45-9:00 a.m.
Continental Breakfast and Regulatory Recap and Outlook
Hear from key officials from the United States Department of Agriculture’s (USDA) Rural Development office and the Department of Housing and Urban Development (HUD). Key policy-makers, who are driving a variety of housing issues, will participate on this panel. Learn the latest regulatory policies in the current budget environment and how these policies are being forged. Explore how the new Congress will impact decisions and initiatives going forward.

9:00-10:15 a.m.
State of the States—Housing Credit News—What’s Ahead in 2015?
This interactive panel will provide the latest information you will need to put successful affordable housing transactions together throughout the country. Hear what various states across the country are including in their Qualified Allocation Plans (QAPs). Panelists will discuss the tools needed for negotiating the best terms, new ways to raise equity, and how partnering with other federal programs can be an important element in transactions.

10:15-10:30 a.m.
Break with Exhibitors
10:30 a.m.-12:30 p.m.
Concurrent Sessions – Choose One

10:30-11:30 a.m.
The Section 538 Program—Advanced Deal Structures and Strategies
The Section 538 program has grown and matured since it was first authorized by Congress over 20 years ago. Hear from a panel of experts who have seen the program become a viable tool. Case studies will be presented detailing the nuances of the program and how it can be successfully used both for new construction and preservation. Learn also about regulatory changes that have taken place over the last year and what may be in store for 2015 and how these important advancements will enhance program deliverability.

OR

Technology and the Internet in 2015: What It Means for Your Business
The Internet is playing an increasingly larger role in the apartment community experience. Apartment hunters, apartment dwellers, and community managers are growing to expect more communication, information, and automation from owners and management companies. Understanding this behavior and the impact of search, listings management, social media, community websites, Craigslist, and reputation are important to efficiently operating your business. This session will discuss internet behavior and provide actionable tactics for property managers and owners to effectively manage the Internet.

11:30 a.m.-12:30 p.m.
Emerging Trends and Creating Niche Developments in Affordable Housing
Panelists will share their innovative strategies for developing and managing affordable housing that is considered outside the box of the typical affordable housing development. This interactive panel will provide attendees with a blueprint for successfully undertaking transactions, increasing business opportunities and providing housing in the communities. Alternative housing types include housing targeted to special needs groups, such as foster housing and veterans’ housing.

OR

Advanced Tax Credit Issues
Industry professionals will discuss trending technical issues and recommend best practices to help you solve your most difficult problems with your RD, HUD and tax credit projects. The session will discuss hot issues and trends related to the Historic Boardwalk safe harbor provisions, the new IRS audit guide, exit tax on deals with reserves and residual value, and more. Interaction is encouraged, so come prepared with questions for our panelists and leave with some ideas to implement in your next deal.

12:45-2:00 p.m.
Awards Luncheon
CARH will present its three prestigious awards: The Harry Tomlinson, Member of the Year and State Affiliated Association of the Year Awards. We will also recognize industry leaders who helped CARH achieve 35 years as the premier association representing the rural and affordable housing industry. Come and honor your colleagues for their achievements and dedication!
Free Time to Explore the Tampa Bay Area!

Enjoy exciting attractions, fascinating museums, white sand beaches, water sports, great shopping and fabulous food in the Tampa Bay area! The Florida Aquarium, The Lowry Park Zoo, The Museum of Science and Industry and Tampa Busch Gardens are just a few of the many attractions in the area. Go fishing, relax on the beach, or shop until you drop. There is something for everyone. Visit these websites to help you make the most of your free time!

www.stpete.org/ThingsToDo
www.visittampabay.com

Networking Reception at the Salvador Dali Museum

After a fun afternoon of exploring the area, join your colleagues for a reception at the stunning Salvador Dalí Museum! During the reception, CARH is thrilled to offer attendees the rare opportunity to see the historic exhibition of Spain’s two great masters of the 20th Century, Picasso/Dalí, Dalí/Picasso.” This is the first ever in-depth show that assesses and compares the two giants of modern art side-by-side. More than 20 international art museums and private collectors have loaned paintings, sketches, sculpture and prints for this incredible show. The museum is hosting visitors from all over the world to view these masterpieces all in one place for the first time. Don’t miss this unique evening! To read more about the exhibit and the museum, please visit www.thedali.org.

**Buses will begin leaving the Don CeSar at 5:15 p.m. and return to the hotel at the conclusion of the reception.

Dinner on Your Own

Wednesday, January 28, 2015

Registration Open

Continental Breakfast with Exhibitors

General Sessions

Preservation Challenges and Opportunities

CARH and CARH members have been working with RD to modernize the way RD views appraisals and underwriting. Issues continue to arise as part of the transfer process. For instance, RD has instituted limits on sales prices and increased reserve deposits over what the market, and other agencies, support. This panel will discuss these issues and ways for RD’s process to be more in sync with all of the other funding sources that RD relies on for preservation.

Break with Exhibitors

How the Fair Housing and False Claims Acts Can Stop Construction, Buying, and Selling RD Properties

In today’s climate of buying and selling, BOTH sides need to be aware of how the Fair Housing and False Claims Acts can bring a deal to a grinding halt! Learn what you need to do in order to have a successful transaction in today’s environment.

Meeting Concludes
Featured Speakers

Tony Hernandez
Administrator, Housing and Community Facilities
USDA Rural Development
Washington, D.C.

Mara Blitzer
Senior Policy Advisor
US Department of Housing and Urban Development
Washington, D.C.

Hon. Tom Reynolds
Nixon Peabody, LLP
Washington, D.C.

Lowell Ray Barron II
The Vantage Group, LLC
Fyffe, Alabama

Don Beaty
The Summit Group
Seattle, Washington

Kevan Biggs
Biggs Property Management
Decatur, Indiana

Mitch Copman
Streamroll, LLC
Cumming, Georgia

Tanya Eastwood
Greystone Affordable Housing Initiatives, LLC
Raleigh, North Carolina

Mark English
E&A Team, Inc.
Tuscaloosa, Alabama

Todd Fentress, CPA
Clark Schaefer Hackett
Columbus, Ohio

*Andrew E. Finkel
Government Accountability Office
Financial Markets and Community Investment
Washington, D.C.

*Dan Garcia-Diaz
Government Accountability Office
Financial Markets and Community Investment
Washington, D.C.

Cash Gill
Gill Group
Dexter, Missouri

Craig R. Hackett
Bonneville Mortgage Company
Salt Lake City, Utah

Robert A. Hall
Bonneville Mortgage Company
Salt Lake City, Utah

Anand Kannan
WNC & Associates, Inc.
Irvine, California

John Kircher
Ohio Capital Corporation for Housing
Columbus, Ohio

David Layfield
ApartmentSmart.com/Green Street Housing
Salisbury, Maryland

Robert Morton
Bellwether Enterprise Real Estate Capital
Michigan City, Indiana

Robert Moss
CohnReznick LLP
Boston, Massachusetts

Richard Michael Price, Esq.
Nixon Peabody, LLP
Washington, D.C.

Scott Moore, Esq.
Baird Holm, LLP
Omaha, Nebraska

Ed Rebman, CPA
Maner Costerisan
Lansing, Michigan

Gary Robinson
Raymond James Tax Credit Funds, Inc.
St. Petersburg, Florida

Patrick Sheridan
Volunteers of America
Alexandria, Virginia

B. Timothy Smith, CPA
Bernard Robinson & Company, LLP
Greensboro, North Carolina

Cynthia Snider
Biggs Property Management
Decatur, Indiana

*Mike Steininger
USDA-RD Housing and Community Facilities
Washington D.C.

Monica Sussman, Esq.
Nixon Peabody, LLP
Washington, D.C.

Kevin Tatreau
Florida Housing Finance Corporation
Tallahassee, Florida

Luke Wolter
Streamroll, LLC
Cumming, Georgia

*Invited Speakers
## Council for Affordable and Rural Housing

### 2015 Midyear Meeting

**Monday, January 26 - Wednesday, January 28, 2015**

Loews Don CeSar Hotel • St. Pete Beach • Florida

---

### REGISTRATION FORM

**Name**

**Title**

**Company/Organization**

**Street Address**

**City**

**State**

**Zip**

**Telephone**

**Fax**

**E-mail**

**Website**

---

**Guest(s) Name(s)**

**How would you best describe your company?**  
- [ ] Developer  
- [ ] Manager  
- [ ] Owner  
- [ ] Syndicator/Equity Financier  
- [ ] Vendor/Supplier  
- [ ] CARH State Affiliated Association Executive  
- [ ] Other (please describe)

---

### REGISTRATION FEES

<table>
<thead>
<tr>
<th>Category</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advisory Trustee:</strong></td>
<td>$610</td>
</tr>
<tr>
<td><strong>Basic Plus Member:</strong></td>
<td></td>
</tr>
<tr>
<td>1 or 2 attendees (per person)</td>
<td>$700</td>
</tr>
<tr>
<td>3 or more attendees (per person)</td>
<td>$670</td>
</tr>
<tr>
<td><strong>Associate or Basic Member:</strong></td>
<td></td>
</tr>
<tr>
<td>1 or 2 attendees (per person)</td>
<td>$740</td>
</tr>
<tr>
<td>3 or more attendees (per person)</td>
<td>$700</td>
</tr>
<tr>
<td><strong>State Affiliated Assn. Member:</strong></td>
<td>$815</td>
</tr>
<tr>
<td><strong>Exhibitor's Table + 1 Attendee:</strong></td>
<td>$780</td>
</tr>
<tr>
<td>Each additional exhibitor attendee:</td>
<td>$700</td>
</tr>
<tr>
<td><strong>Non-Member:</strong></td>
<td></td>
</tr>
<tr>
<td>Per attendee:</td>
<td>$900</td>
</tr>
<tr>
<td>Exhibitor's Table + 1 attendee:</td>
<td>$950</td>
</tr>
<tr>
<td>Each additional attendee:</td>
<td>$755</td>
</tr>
<tr>
<td><strong>Government Employee:</strong></td>
<td>$610</td>
</tr>
</tbody>
</table>

**Guest Registration Fees:**

- Monday, January 26  
  - Networking Reception: $75
- Tuesday, January 27  
  - Reception at Salvador Dali Museum: $85

**TOTAL: $**

---

To pay by credit card, complete the following:

- [ ] American Express  
- [ ] Visa  
- [ ] MasterCard  
- [ ] Discover  
- [ ] Diner's Club

**Card Number**

**Expiration Date**

**Security Code**

**Name as it Appears on Card**

**Billing Address**

**City**

**State**

**Zip**

**Signature (required)**

---

### HOTEL INFORMATION

The Midyear Meeting will be held at Loews Don CeSar Hotel in St. Pete Beach, Florida. The hotel is located about 30 minutes from Tampa International Airport. For hotel reservations, please call the hotel at (888) 575-6397 and state you are a CARH meeting attendee. Registrants will receive a special rate of $229 per night for standard room and $269 for premium room, both single/double occupancy. To receive these rates, you must make your reservations no later than Friday, January 2, 2015.

Visit [www.CARH.org](http://www.CARH.org) to Become a Meeting Sponsor

### CANCELLATION/REFUND POLICY

Cancellations must be made via email to emarelleau@carh.org. A $35 fee will be charged for registration cancellations received by 5 p.m., Friday, January 9, 2015. $110 will be deducted from cancellations received after that date. Absolutely no refunds will be given after 5 p.m. on Thursday, January 22, 2015, or to registrants who fail to attend the program. An additional $85 will be assessed on all at-door registrations.

To pay by credit card, complete the section below. Or, make check payable to CARH. Send form and payment to:

**Council for Affordable and Rural Housing**

1112 King Street

Alexandria, VA 22314

703-837-9001 – 703-837-8467 (fax)

carh@carh.org • [www.carh.org](http://www.carh.org)