



THE 22ND ANNUAL AFFORDABLE HOUSING CONFERENCE

October 5 – 7, 2015



PROGRAM

Spokane Convention Center | Spokane, WA

PRESENTED BY



WASHINGTON STATE
HOUSING FINANCE
COMMISSION



Department of Commerce
Innovation is in our nature.

Opening doors to a better life

IN PARTNERSHIP WITH



WASHINGTON LOW INCOME
Housing Alliance

Dear Colleagues,

Welcome to *Housing Washington 2015* and to Spokane. We are pleased to be back on the east side of the state and look forward to delivering another robust and lively conference. We have assembled top speakers, dynamic topics, and special events including our annual *Friend of Housing* awards luncheon.

This year, as we continue to explore the many areas that affect affordable housing in our region, we are privileged to have three keynote speakers who will share their perspectives on the industry, discussing issues that span the affordable housing spectrum – from elections to policy, to the failure of the war on drugs and its impact on housing.

Returning again this year are our popular *Lobby Talks*. Make sure to visit one or more of these open discussions. You'll depart with a pocket full of practical tips, best practices and helpful advice.

You also will not want to miss this year's *Sponsor Showcase of Exhibitors*. It's a full house filled will the latest industry products and services. The Showcase doors will open Monday evening at our Welcome Reception. I encourage you to take the opportunity to network, gather resources, and connect with your colleagues and friends!

Remember to provide your comments throughout the conference and in the post-conference email evaluation. Your input helps us ensure that *Housing Washington* continues to successfully meet the industry's educational needs from year to year.

On behalf of our partners, the Department of Commerce and the Washington Low Income Housing Alliance, we thank you for your participation in *Housing Washington 2015*!

Sincerely,



Kim Herman
Executive Director
Washington State Housing Finance Commission

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SPONSORS

Thank you to the following organizations for supporting and promoting this year's conference.

PLATINUM



At Bank of America, we're connecting people to safe, affordable housing and working to revitalize neighborhoods in communities across the United States. Since 2009, through a range of financing solutions, Bank of America Merrill Lynch has provided more than \$10.3 billion for community development initiatives, helping to create 11,000 affordable housing units in neighborhoods across the Seattle market.



At Chase, we're proud to be a national leader in financing for affordable housing and community development projects that revitalize communities and provide housing opportunities for low income households in urban and rural communities in Washington and across the United States.



Since 1946, FirstSouthwest has been a trusted leader in public finance and capital markets. And for over 25 years, our dedicated housing professionals have partnered with state and local housing issuers nationwide in structuring single and multi-family transactions.



A member of MUFG, a global financial group

Union Bank offers affordable housing solutions including construction lending, bond financing, tax credit equity and treasury management services. Union Bank is a consistent community partner.



U.S. Bank is building strong communities and changing lives through creative solutions and resources – grants, financing, tax credit investments, flexible mortgage products and down payment assistance – that support Washington's affordable housing needs.

GOLD



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Office of Rural & Farmworker Housing

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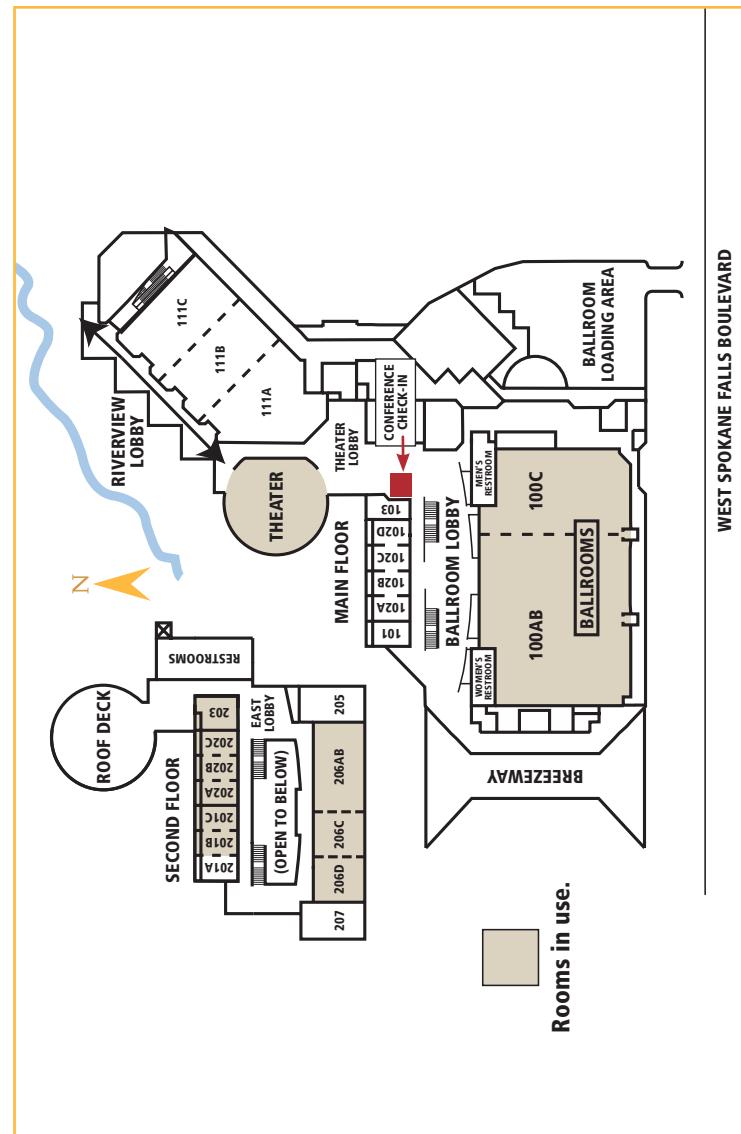
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wshfc.org/conf



KEYNOTE SPEAKERS

TUESDAY, OCTOBER 6

OPENING ADDRESS

Michele Norris

Author, Host & Special Correspondent NPR



Michele Norris is an award-winning

host and special correspondent for NPR and former co-host of NPR's, *All Things Considered*. In 2012, Michele developed two successful initiatives: The Race Card Project and NPR's Backseat Book Club.

Her first book (2010), *The Grace of Silence: A Memoir*, focuses on how America talks about race in the wake of Barack Obama's presidential election, and explores her own family's racial legacy. From 1993–2002, Michele was a correspondent for ABC News, contributing segments on *World News Tonight* with Peter Jennings and reporting for the *Washington Post*, *Chicago Tribune*, and *Los Angeles Times*.

Her awards include the 2010 Alfred I. DuPont-Columbia University Award and the 2009 Journalist of the Year award from the National Association of Black Journalists. In 2007, Michele was honored with *Ebony Magazine*'s eighth Annual Outstanding Women in Marketing & Communications Award, and in 2009 was named one of *Essence Magazine*'s 25 Most Influential Black Americans. She also earned an Emmy Award and Peabody Award for her contribution to ABC News' coverage of 9/11.

named him National Newspaper Journalist of the Year. He was named Environmental Commentator of the Year at the Editorial Intelligence Awards, and Gay Journalist of the Year at the Stonewall Awards. He has also won the Martha Gellhorn Prize for political writing. He is currently working on his next book and is a Visiting Fellow with Purpose, the New York-based progressive campaigning group.

WEDNESDAY, OCTOBER 7

CLOSING ADDRESS

Barney Frank

Former U.S. Congressman
(MA-D; 1981–2012); Chairman,
House Financial Services Committee
(2007–2011)



Barney Frank served as a U.S. Congressman from 1981–2013 and Chairman of the House Financial Services Committee from 2007–2011. While in Congress, he worked for building and preserving affordable rental housing. He led the fight against discrimination and championed the interests of the poor, the under-privileged, and the vulnerable. He won re-election 15 times by double-digit margins.

As Chair of the House Financial Services Committee, Barney helped craft the \$700 billion rescue plan, then worked for the adoption of a sweeping set of financial regulations aimed at preventing a recurrence of the crisis; the Dodd-Frank Wall Street Reform and Consumer Protection Act, the regulatory overhaul signed into law in July 2010. Barney led passage of the Credit Cardholders' Bill of Rights Act, a measure that drew praise from editorial boards and consumer advocates. He also pushed successfully for establishment of the Lower-Middle Income Housing Trust Fund, which is now under attack in Congress.

WEDNESDAY, OCTOBER 7

MORNING ADDRESS

Johann Hari

Author & British Journalist



Johann Hari has written for many of the world's leading newspapers and magazines, including the *New York Times*, *Le Monde*, *The Guardian*, *Los Angeles Times*, *New Republic*, *Nation*, *Slate*, *El Mundo*, and *Sydney Morning Herald*. For nine years he was a lead op-ed columnist for Britain's *The Independent*.

Johann was born in Scotland and grew up in England, graduating from King's College, Cambridge in 2001 with a double major in Social and Political Sciences. Amnesty International twice



SPEAKER PRESENTATIONS

Find presentations and handouts post-conference at wshfc.org/conf.

GENERAL INFORMATION

CONFERENCE CHECK-IN

LOCATION: THEATER LOBBY

Hours: Monday, October 5: 3:30pm – 5:30pm
Tuesday, October 6: 7:00am – 5:00pm
Wednesday, October 7: 7:30am – 1:00pm



CONFERENCE LOCATIONS

- 🔑 All sessions are located at the Spokane Convention Center. A facility layout is on page 9.
- 🔑 Tuesday's evening reception is located at the Davenport Grand Hotel, Terrace East & West (Mezzanine Level).

SPONSOR SHOWCASE OF EXHIBITS

LOCATION: BALLROOM 100C

Viewing Hours: Monday, October 5: 5:00pm – 6:30pm
Tuesday, October 6: 7:00am – 2:30pm

AV TECH SUPPORT

LOCATION: ROOM 203

Support Hours: Monday, October 5: 3:30pm – 5:00pm
Tuesday, October 6: 7:00am – 9:45am
12:15pm – 2:00pm
Wednesday, October 7: 7:30am – 9:30am

AMENITIES

- 🔑 Speaker Prep Room: **ROOM 201 C**
- 🔑 Job Board: **BALLROOM LOBBY**
- 🔑 Internet Lounge & Power Station:
2ND FLOOR EAST LOBBY
- 🔑 Literature Table: **BALLROOM LOBBY**
- 🔑 Certificate of Completion Sign-up: **BALLROOM LOBBY**
- 🔑 Complimentary WiFi Password: **Freewifi**

NAME BADGES

Your name badge is your meal ticket and entry into all sessions and receptions. Recycle badges at Conference Check-In at the end of your stay.

SESSION EVALUATIONS

Your opinion counts. There are two ways to submit:

- 🔑 Complete online at wshfc.org/conf
- 🔑 Fill our form and give to your Session Host or turn in at Conference Check-In

The overall conference evaluation will be emailed to all participants post-conference.

HOTEL CHECKOUT

The Davenport Grand Hotel checkout is at noon. Make arrangements with the hotel for storing your luggage. **Conference staff cannot store luggage.**



**As a courtesy to others,
please silence your cell phones and tablets
during sessions.**

MONDAY, OCTOBER 5

3:30pm – 5:30pm

Conference Check-In

LOCATION: THEATER LOBBY

5:00pm – 6:30pm

Welcome Reception

LOCATION: BALLROOM 100C

Enjoy snacks at this casual kick-off, while mingling with exhibitors and attendees.

TUESDAY, OCTOBER 6

7:00am – 5:00pm

Conference Check-In

LOCATION: THEATER LOBBY

7:00am – 8:30am

Breakfast & Sponsor Showcase Of Exhibits

LOCATION: BALLROOM LOBBY & BALLROOM 100C

Eat breakfast, engage in lively peer-to-peer networking and browse exhibitors for exciting products and services.

8:30am – 10:00am

Opening General Session

LOCATION: BALLROOM 100AB

Welcome Remarks: Karen Miller, Chair, Washington State Housing Finance Commission

Comments: Chuck Weinstock, Vice President, Community Development Banking, JP Morgan Chase



Keynote Address

Building Community: What We Can Learn From Taking In The View From The Porch

Michele Norris, Author; Host & Special Correspondent, NPR

10:00am – 11:15am

Sponsor Showcase Of Exhibits & Beverage Break

LOCATION: BALLROOM 100C & BALLROOM LOBBY

10:05am – 10:35am

Lobby Talks

Lobby Talk 1 Housing 101

LOCATION: BALLROOM LOBBY EAST

Presenter: Paul Purcell, President, Beacon Development Group
Learn the ins and outs of our unique "housing language" and process, including acronyms and what they mean to affordable housing.

Lobby Talk 2 The Stuff Of Nightmares: What You Need To Know About Accessibility Claims & Lawsuits

LOCATION: THEATER LOBBY

Presenter: Mark English, President, E&A Team, Inc.

Explore the roles of the following in accessibility claims and lawsuits: U.S. Department of Justice; U.S. Department of HUD; Independent Accessibility Advocate filing a claim; individual person with a disability filing a claim; and violations under the False Claims Act & AFHMPs.

Lobby Talk 3 Seeking A Solution: In-House Or Third Party Property Management

LOCATION: BALLROOM LOBBY WEST

Presenters: Linda Hall, Senior Associate, Loveall Price & Associates

Tim Walter, Senior Director of Development & Asset Management, King County Housing Authority

Is it better to use a third-party management company or pursue self-management? The decision is as unique to affordable housing owners as to the properties and residents themselves. This talk provides insights into the advantages and challenges of both models, while identifying resources available to help in the evaluation.

TUESDAY, OCTOBER 6

10:40am – 11:10am

Lobby Talks

Lobby Talk 4 Housing 102

LOCATION: BALLROOM LOBBY EAST

Presenter: *Paul Purcell, President, Beacon Development Group*

Dive deeper into housing funding sources by gaining a quick understanding of the public sources including tax credits, and state, city and county resources available to build affordable housing.

Lobby Talk 5 Tribal Issues

LOCATION: THEATER LOBBY

Presenter: *Joe Diehl, Executive Director, Northwest Indian Housing Association*

Learn about the congressional reauthorization of the Native American Housing Assistance and Self Determination Act (NAHASDA), including the re-read from a historic commitment to provide housing funds. Hear about de-silo-ing and simplifying Federal housing and assistance programs – including the LIHTC program (IRS), Indian Health Service, Bureau of Indian Affairs, Veterans Administration, HUD and the USDA, among others.

Lobby Talk 6 Triple Down: Green Building IS Easy

LOCATION: BALLROOM LOBBY WEST

Presenters: *Elly Bunzendahl, LEED AP BD+C, Homes, Senior Project Associate, O'Brien & Company*

Poppi Handy, AIA, LEED AP BD+C, Managing Director, Third Place Design Co-operative

Be a contestant (win prizes!) while you learn and share in this fast-paced session where your co-presenters share their field experience and test your green affordable housing trivia prowess. Included will be categories such as: Don't Foul My Clean Air, Greenwashing 101, Equity Deserves a Fair Share and How Much is THAT Worth? You won't want to miss this informative talk filled with facts, tidbits and prizes.

11:15am – 12:15pm

Focus Sessions

T1 Data To Policy: The State Housing Needs Assessment & The HALA

LOCATION: ROOM 206AB

Presenters: *Tedd Kelleher, Senior Managing Director, Housing Assistance Unit, Washington State Department of Commerce*

Faith Pettis, Partner, Pacifica Law Group

Steve Walker, Director, Office of Housing, City of Seattle

An overview of the State Affordable Housing Advisory Board's 2015 Washington State Housing Needs Assessment – the most comprehensive affordable housing research available in our state. Now that we have the data – what do we do? Hear about the policies one city is considering implementing through Seattle's Housing Affordability and Livability Agenda (HALA).

T2 Community Revitalization

LOCATION: THEATER

Moderator: *Craig Nolte, Regional Manager, Community Development, Federal Reserve Bank of San Francisco*

Panelists: *Jon Barrett, Acting Executive Director, Idaho Rural Partnership*

Charlotte Davis, Executive Director, Rural Maryland Council

Learn how Idaho and Maryland experienced revitalization success and how similar principals can be adopted to help those in Washington state who are struggling economically.

TUESDAY, OCTOBER 6

T3 Tsunami Warning: Property Impacts Of The New Federal Accessibility Regulations & America's Aging Populations

LOCATION: ROOM 202

Presenter: *Mark English, President, E&A Team, Inc.*

Prepare for the upcoming storm of changes headed your way as the Federal Government replaces UFAS with new Accessibility Standards that impact new, existing, and rehab properties. These regulations take effect at the same time that America's elderly population will begin to outnumber our youth. This creates the "Perfect Storm" – more people needing accessible housing while being required to comply with the new accessibility regulations, as well as HUD and DOJ's new Joint Statement on Fair Housing Statute of Limitations.

12:15pm – 1:45pm

22nd Annual Friend Of Housing Awards Luncheon

LOCATION: BALLROOM 100AB

Host: *Kim Herman, Executive Director, Washington State Housing Finance Commission*

Comments: *Brian Bonlender, Director, Washington State Department of Commerce*

Linda Elkin, Region President, Eastern Washington, U.S. Bank

Enjoy this celebration featuring inspiring stories of remarkable accomplishments from people working in the public, private and independent sectors of the industry.

Closing Comments: *Bryan Friend, Vice President, Community Development Finance, MUFG Union Bank*

1:45pm – 2:30pm

Sponsor Showcase Of Exhibits & Dessert Networking

LOCATION: BALLROOM 100C

Satisfy that sweet tooth while enjoying peer-to-peer networking. ***This is the final opportunity for exhibit viewing.***

1:50pm – 2:20pm

Lobby Talks

Lobby Talk 7 A Crash Course In Social Media For Nonprofits

LOCATION: BALLROOM LOBBY EAST

Presenter: *Josh King, Chapter Chair, SCORE Spokane*

Gain an introduction to some of the best social media tools and techniques to grow your nonprofit.

Lobby Talk 8 Aging In Place

LOCATION: THEATER LOBBY

Presenter: *Ruben Rivera-Jackman, Senior Resident Services Manager, King County Housing Authority*

Learn how to address the service coordination needs of older adults in affordable housing, including supporting older adults aging in place to avoid premature institutionalization and long term care facilities.

Lobby Talk 9 Affordable Housing Merger: A Win/Win/Win For SHV, NAHA & USDA

LOCATION: BALLROOM LOBBY WEST

Presenters: *Sue Edick, Executive Director, Northwest Association for Housing Affordability*

Fred Peck, Executive Director, Spokane Housing Ventures

Explore the dynamic merger of two critical service providers in Spokane, as well as the implementation and benefits of the merger.



SMILE!

Professional photos taken are the property of *Housing Washington* and may be used for future promotional purposes.

PROGRAM-AT-A-GLANCE

MONDAY, OCTOBER 5

3:30pm–5:30pm **Conference Check-In** | LOCATION: THEATER LOBBY

5:00pm–6:30pm **Welcome Reception** | LOCATION: BALLROOM 100C

TUESDAY, OCTOBER 6

7:00am–5:00pm **Conference Check-In** | LOCATION: THEATER LOBBY

7:00am–8:30am **Breakfast** | LOCATION: BALLROOM LOBBY | **Sponsor Showcase Of Exhibits** | LOCATION: BALLROOM 100C

8:30am–10:00am **Opening General Session** | LOCATION: BALLROOM 100AB

Keynote Address: Building Community: What We Can Learn From Taking In The View From The Porch
Michele Norris, Author; Host & Special Correspondent, NPR

10:00am–11:15am **Sponsor Showcase Of Exhibits & Beverage Break** | LOCATION: BALLROOM 100C & BALLROOM LOBBY

10:05am–10:35am **Lobby Talk 1** | Housing 101 | LOCATION: BALLROOM LOBBY EAST

Lobby Talk 2 | The Stuff Of Nightmares: What You Need To Know About Accessibility Claims & Lawsuits | LOCATION: THEATER LOBBY
Lobby Talk 3 | Seeking A Solution: In-House Or Third-Party Property Management | LOCATION: BALLROOM LOBBY WEST

10:40am–11:10am **Lobby Talk 4** | Housing 102 | LOCATION: BALLROOM LOBBY EAST

Lobby Talk 5 | Tribal Issues | LOCATION: THEATER LOBBY

Lobby Talk 6 | Triple Down: Green Building IS Easy | LOCATION: BALLROOM LOBBY WEST

11:15am–12:15pm **T1** | Data To Policy: The State Housing Needs Assessment & The HALA | LOCATION: ROOM 206AB

Focus Sessions **T2** | Community Revitalization | LOCATION: THEATER

T3 | Tsunami Warning: Property Impacts Of The New Federal Accessibility Regulations & America's Aging Population | LOCATION: ROOM 202

12:15pm–1:45pm **22nd Annual Friend Of Housing Awards Luncheon** | LOCATION: BALLROOM 100AB

1:45pm–2:30pm **Sponsor Showcase Of Exhibits & Dessert Networking** | LOCATION: BALLROOM 100C

1:50pm–2:20pm **Lobby Talk 7** | A Crash Course In Social Media For Nonprofits | LOCATION: BALLROOM LOBBY EAST

Lobby Talk 8 | Aging In Place | LOCATION: THEATER LOBBY

Lobby Talk 9 | Affordable Housing Merger: A Win/Win/Win For SHV, NAHA & USDA | LOCATION: BALLROOM LOBBY WEST

2:30pm–3:30pm **T4** | What Is The Developer's Role In Ending Homelessness? | LOCATION: ROOM 202

Focus Sessions **T5** | Local Housing Policy Initiatives & Engagement | LOCATION: ROOM 206AB

T6 | Year 15: Lessons Learned | LOCATION: THEATER

3:30pm–3:50pm **Beverage Break** | LOCATION: BALLROOM LOBBY

3:50pm–4:50pm **T7** | Housing An Aging Rural America | LOCATION: ROOM 202

Focus Sessions **T8** | The 3-Step Process To Save Money By Saving Water | LOCATION: ROOM 206AB

T9 | Politics, Policy & Predictions | LOCATION: THEATER

5:00pm–6:30pm **Reception** | LOCATION: TERRACE EAST & WEST (MEZZANINE LEVEL), DAVENPORT GRAND HOTEL

WEDNESDAY, OCTOBER 7

7:30am–1:00pm **Conference Check-In** | LOCATION: THEATER LOBBY

7:30am–8:30am **Breakfast** | LOCATION: BALLROOM LOBBY

8:30am–9:45am **General Session** | LOCATION: BALLROOM 100AB

Keynote Address: Chasing The Scream

Johann Hari, Author & British Journalist

9:45am–10:00am **Beverage Break** | LOCATION: BALLROOM LOBBY

10:00am–11:00am **W1** | Update From HUD | LOCATION: ROOM 206AB

Focus Sessions **W2** | Housing For The Emerging Markets: New Perspective On Immigration | LOCATION: ROOM 202

W3 | A Bipartisan Discussion: Lawmakers Weigh In On Affordable Housing & Homelessness | LOCATION: THEATER

11:00am–11:20am **Beverage Break** | LOCATION: BALLROOM LOBBY

11:20am–12:20pm **W4** | Housing Market Overview From Rental Affordability To Negative Equity | LOCATION: THEATER

Focus Sessions **W5** | Biggest Bang For The Buck | LOCATION: 206AB

W6 | How To Refinance & Restructure | LOCATION: ROOM 202

12:20pm–2:00pm **Closing Lunch** | LOCATION: BALLROOM 100AB

Keynote Address: Affordable Housing: Policy, Elections, Impacts: Insights From A Former Washington Insider

Barney Frank, Former U.S. Congressman (MA-D; 1981-2012); Chairman, House Financial Services Committee (2007-2011)

2:00pm **Conference Adjourns**

TUESDAY, OCTOBER 6

2:30pm – 3:30pm

Focus Sessions

T4 What Is The Developer's Role In Ending Homelessness?

LOCATION: ROOM 202

Presenter: *Tedd Kelleher, Senior Managing Director, Housing Assistance Unit, Washington State Department of Commerce*

Learn about the affordable housing developer's role in implementing changes to our state's homeless service network. Get an understanding of dollars and data, and what is motivating the changes to emergency housing systems. State economics will be weaved together with the most current data to provide a picture of the future for our state's response to homelessness.

T5 Local Housing Policy Initiatives & Engagement

LOCATION: ROOM 206AB

Moderator: *Marty Kooistra, Executive Director, Housing Development Consortium*

Panelists: *Kelly Rider, Policy Director, Housing Development Consortium*

Kayla Schott-Bresler, Policy Manager, Housing Development Consortium

Often system change and policy work is directed at the State and Federal levels. While natural and critical, many local level opportunities still exist. Session leaders will guide the participants in an interactive overview of a framework for reviewing and understanding local housing policy. Promising practices will be shared, concluding with an exploration of ways to build public awareness at the local level.

T6 Year 15: Lessons Learned

LOCATION: THEATER

Moderator: Lisa Vatske, Director, Multifamily Housing & Community Facilities, Washington State Housing Finance Commission

Panelists: Mark Kantor, Founding Shareholder, Kantor Taylor Nelson Evatt & Decina PC

Paul Olsen, Assistant Director, LIHTC Asset Management, U.S. Bancorp Community Development Corporation

Hear insights and perspectives on Year 15, including lessons learned and how best to prepare for Year 15 transactions.

3:30pm – 3:50pm

Beverage Break

LOCATION: BALLROOM LOBBY

3:50pm – 4:50pm

Focus Sessions

T7 Housing An Aging Rural America

LOCATION: ROOM 202

Presenter: *Lance George, Director of Research & Information, Housing Assistance Council*

With the senior population expected to more than double in the next 40 years, the U.S. is on the cusp of an extensive and far-reaching demographic transformation. Rural America is "older" than the nation as a whole and more than one-quarter of all seniors live in rural and small town areas. With the scope and magnitude of the looming demographic shift, rural communities will need to develop a range of housing options such as rental housing, rehabilitation and repair programs, housing with services, and assisted living. These options not only enhance the lives of seniors but are fiscally prudent measures that are more cost effective than long-term care options.

TUESDAY, OCTOBER 6

T8 The 3-Step Process To Save Money By Saving Water

LOCATION: ROOM 206AB

Moderator: *Elly Bunzendahl, LEED AP BD+C, Homes, Senior Project Associate, O'Brien & Company*

Panelists: *Holly Anderson, Asset Manager, Catholic Charities Housing Services of Yakima*

Lynda Carey, Construction Consultant, Falkin Associates

Bob Wyda, Environmental Services Manager, Seattle Housing Authority

Prioritize your efforts to capture immediate water savings. Hear valuable case studies that describe how simple resident and staff engagement catalyzed savings through sub-metering, landscape/irrigation improvements, and leak detection. Explore actionable take-aways for both existing buildings and new construction projects in all parts of the state, and see a sneak peak of upcoming changes to water-related criteria in the Evergreen Sustainable Development Standard.

T9 Politics, Policy, & Predictions

LOCATION: THEATER

Presenter: *David Bradley, Executive Director, National Community Action Foundation*

Get a peek into, and insights about, the next 14 months in Washington, D.C.

5:00pm – 6:30pm

Reception

LOCATION: TERRACE EAST & WEST (MEZZANINE LEVEL),
DAVENPORT GRAND HOTEL

Experience the new Davenport Grand Hotel, while enjoying light nibbles and friendly conversation. Meet those new and seasoned in the affordable housing industry.

WEDNESDAY, OCTOBER 7

7:30am – 1:00pm

Conference Check-In

LOCATION: THEATER LOBBY

7:30am – 8:30am

Breakfast

LOCATION: BALLROOM LOBBY

8:30am – 9:45am

General Session

LOCATION: BALLROOM 100AB

Host: *Rachael Myers, Executive Director, Washington Low Income Housing Alliance*

Comments: *Michael Marz, Vice Chairman, FirstSouthwest Company*



Keynote Address
Chasing The Scream

Johann Hari, Author & British Journalist

9:45am – 10:00am

Beverage Break

LOCATION: BALLROOM LOBBY

WEDNESDAY, OCTOBER 7

10:00am – 11:00am

Focus Sessions

W1 Update From HUD

LOCATION: ROOM 206AB

Presenter: *Bill Block, Regional Administrator, Region X, U.S. Department of Housing & Urban Development*

Join in for an update on current HUD initiatives and a conversation on how HUD can better partner with you and your organization.

**W2 Housing For The Emerging Markets:
New Perspective On Immigration**

LOCATION: ROOM 202

Presenter: *Mahnaz Eshetu, Executive Director, Refugee Women's Alliance*

Washington state ranks ninth in the nation for refugee arrival. With numbers expected to increase in the next five years, understanding the diversity, values and challenges for a community to assist with integration and housing is critical. As we prepare for the future to help build better communities for this emerging market, now is the time to outline the refugee and immigrants' challenges and barriers to success, as well as housing needs during the first few years.



Complete the session evaluations
at wshfc.org/conf.

**W3 A Bipartisan Discussion: Lawmakers Weigh In
On Affordable Housing & Homelessness**

LOCATION: THEATER

Moderator: Rachael Myers, Executive Director, Washington Low Income Housing Alliance

Panelists: Representative Jeff Holy, Washington State House of Representatives, 6th District

Representative Timm Ormsby, Washington State House of Representatives, 3rd District

Representative Marcus Riccelli, Washington State House of Representatives, 3rd District

Representative Maureen Walsh, Washington State House of Representatives, 16th District

Affordable housing and homelessness are issues that lawmakers grapple with each year. Hear suggestions from state legislators on how to connect affordable housing and homelessness priorities to values shared by both political parties. The upcoming session will be discussed, along with key affordable housing topics such as the Housing Trust Fund.

11:00am – 11:20am

Beverage Break

LOCATION: BALLROOM LOBBY

WEDNESDAY, OCTOBER 7

11:20am – 12:20pm

Focus Sessions

W4 Housing Market Overview From Rental Affordability To Negative Equity

LOCATION: THEATER

Presenter: Svenja Gudell, Chief Economist, Zillow

Learn about current trends in the national housing market, as well as for Washington state. Major themes covered include affordability, demographic trends, cash investors, negative equity and more.

W5 Biggest Bang For The Buck

LOCATION: ROOM 206AB

Moderator: Marty Kooistra, Executive Director, Housing Development Consortium

Panelists: Derek Johnson, CPHC®, LEED AP, Project Manager, Walsh Construction

*Richard Loo, Senior Housing Developer, Bellwether Housing
David Reddy, Principal, 360 Analytics*

How will your building perform from an energy-perspective over the course of its life span? What are some of the current industry best practices with regards to energy-efficiency that you should be incorporating into your next project to achieve the best possible long-term performance? Hear from this experienced panel as they discuss current trends in optimizing building performance for affordable multi-family construction projects. This session is the culmination of a yearlong series of working sessions of the Practical Development Solutions Affinity Group of the Housing Development Consortium of Seattle-King County.

W6 How To Refinance & Restructure

LOCATION: ROOM 202

Moderator: Lisa Vatske, Director, Multifamily Housing & Community Facilities, Washington State Housing Finance Commission

*Panelists: Jim Brawner, President, Brawner & Company
Bill Rumpf, President, Mercy Housing Northwest*

Hear the latest on how best to address refinance and restructuring of existing affordable housing. Insights and perspectives on utilizing the 4% tax credit and bond program will be discussed, as well as updates on the current discussions amongst public funders.

12:20pm – 2:00pm

Closing Lunch

LOCATION: BALLROOM 100AB

Host: Paul Edwards, Deputy Director, WSHFC

Comments: Jan Laskey, Senior Vice President, Community Development Banking, Bank of America Merrill Lynch



Keynote Address
**Affordable Housing: Policy
Elections, Impacts: Insights From A
Former Washington Insider**

*Barney Frank, Former U.S. Congressman
(MA-D; 1981-2012);
Chairman, House Financial Services
Committee (2007-2011)*

Program subject to change.

Washington State Housing Finance Commission

Karen Carlson-Bunce

David Clifton

Margret Graham

Jama Hawk

Christian Hayes

Jason Hennigan

Michael Soper

Washington State Department of Commerce

Doug Ogden

Cary Retlin

Washington Low Income Housing Alliance

Rachael Myers

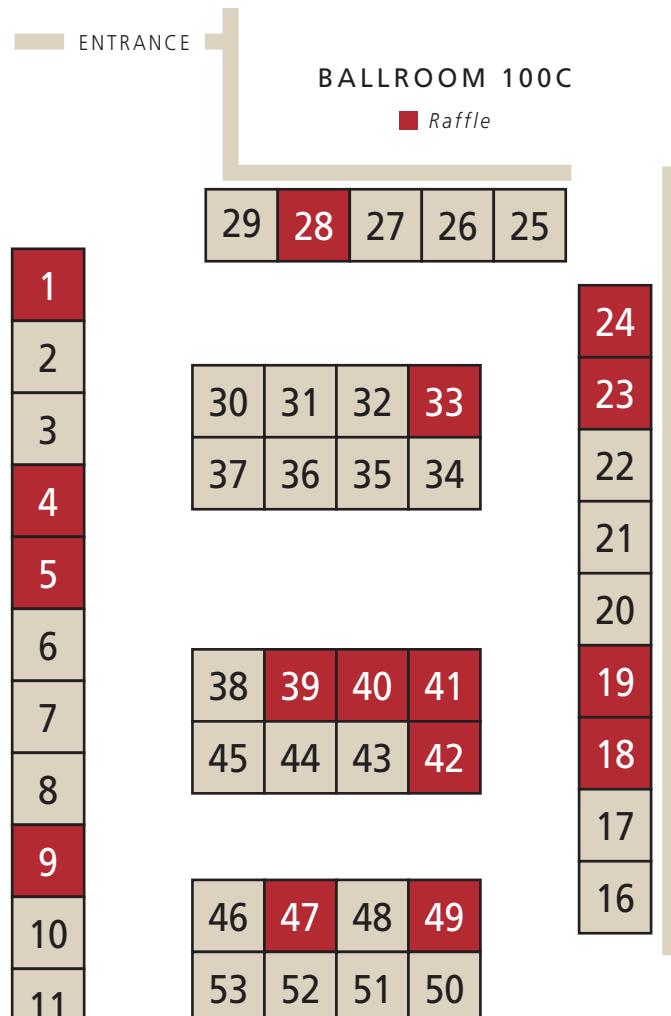
Denise Rodriguez (formerly with WLIHA)

Website Development

Maureen Smith

**TOP 5 REASONS TO VISIT THE SPONSOR SHOWCASE OF EXHIBITS**

- 1. Our Industry Meeting Place:** *Housing Washington* is once a year and this is your opportunity to meet your industry colleagues, organizations, and companies that are all working towards the collective goal of advancing affordable housing in Washington state and beyond. What better reason would you need to network and rub elbows?
- 2. Meet the Team:** This is your chance to make new connections, ask questions, gather information, and learn more about key services and products. Knowledge is power, so get set to fuel your brain!
- 3. Be the Buzz:** Who doesn't like a bustling show floor with the hum of networking? Join our hive of industry professionals who are making things happen and help create some noise!
- 4. SWAG & Raffles:** Free stuff is great! From sweet treats, to the perfect desk accessory, that out-of-the box "must have" toy, or the opportunity to win a fantastic prize, there's something for everyone in the showcase.
- 5. FitBit Points:** After sitting during the sessions, why not get some extra FitBit points by walking the show floor? There's dynamic scenery, an energetic atmosphere and hey, you might meet some interesting companies and organizations along the way!



Visit our exhibitors to discover valuable services and products. Enter to win special prizes at select booths.



EXHIBITORS	BOOTH
Affordable Housing Consortia of Washington	23 & 24

The four housing consortia in Washington state provide advocacy, public education, and member services to support the development and operation of affordable housing for low-income households.

Affordable Housing Management Association & Affordable Rural Housing Council 49

Affordable Housing Management Association (AHMA) and Affordable Rural Housing Council (ARHC) are the premiere associations representing managers, owners, and professional service providers who are committed to maintaining excellence in affordable housing.

Affordable Housing Risk Pool 42

The Affordable Housing Risk Pool (AHRP) pools expertise in public Housing Authorities, providing customized coverage and low rates for the affordable housing community.

Ally Community Development 34

Ally Community Development provides project management and construction management consulting services to organizations developing affordable housing and community facilities.

Aptfinder.org/Multifamily Affordable Properties 36

Website for affordable apartments in Washington state, www.aptfinder.org. HUD, USDA, Tax-Credit, Voucher, Rent & Income Restricted Properties are listed.

Bank of America 27

At Bank of America, we're connecting people to safe, affordable housing and working to revitalize neighborhoods in communities across the United States. Since 2009, through a range of financing solutions, Bank of America Merrill Lynch has provided more than \$10.3 billion for community development initiatives, helping to create 11,000 affordable housing units in neighborhoods across the Seattle market.

Beacon Development Group, LLC 2

Beacon Development Group is an affordable housing consulting firm that works with West Coast nonprofits and housing authorities. As a subsidiary of Beacon Communities, we facilitate the funding, design, and construction of affordable housing developments for our clients, managing the entire development process from financing to construction to handing off the keys.

Bellwether Housing 8

Bellwether Housing develops and manages affordable apartments, offers development services to other nonprofits, and advocates to increase opportunities for affordable places to live.

Cascade Management, Inc. 47

Cascade Management has over 40 years of property management experience and a portfolio of over 8,300 units located throughout the Pacific Northwest.

■ = Booths highlighted in red will be holding a raffle drawing.

SPONSOR SHOWCASE OF EXHIBITORS

EXHIBITORS	BOOTH
Central City Bed	11
<i>Central City Bed is a line of bed bug resistant furniture designed and manufactured by Central City Concern, a nonprofit social service agency whose mission is to provide comprehensive solutions for ending homelessness and achieving self-sufficiency.</i>	
Champion Home Builders	26
<i>Champion Home Builders, an international company founded in 1953, provides affordable modular building solutions in the Pacific Northwest for multi- and single-family housing.</i>	
Citi Community Capital	38
<i>Citi Community Capital is the premier financial partner with nationally recognized expertise in financing all types of affordable housing and community reinvestment projects.</i>	
City Real Estate Advisors	6
<i>City Real Estate Advisors (CREA) is a full-service tax credit syndicator specializing in Low Income Housing Tax Credits throughout the United States.</i>	
Community Frameworks	50
<i>A regional nonprofit whose mission is to support and develop affordable housing as a foundation upon which individuals, families and neighborhoods can build vital communities.</i>	
E&A Team, Inc.	10
<i>E&A Team, Inc. provides a wide range of services to the multi-family housing industry including accessibility inspections, CNAs/ PNAs, and fair housing training.</i>	
Enterprise & Bellwether Enterprise	7
<i>The leading national team putting capital to work for communities across the country. From Low-Income Housing Tax Credit and New Markets Tax Credit equity, to long-term conventional and affordable housing products, we are the industry's most competitive and creative capital provider and servicer. That's capital on a mission.</i>	
Environmental Works	48
<i>Environmental Works is a non-profit 501(c) 3 community design center specializing in work with non-profit affordable housing providers for more than 45 years.</i>	
Federal Home Loan Bank of Des Moines	25
<i>The FHLB Des Moines is a member-owned cooperative that provides funding solutions and liquidity to financial institutions in 13 states and three U.S. Pacific territories.</i>	
Fowler General Construction	4
<i>Fowler General Construction, Inc. has grown steadily by consistently providing our clients with high caliber project professionals who are fully committed to each project's success.</i>	
GGLO	35
<i>GGLO is an integrated design firm committed to design that stimulates community – design of great places, buildings and spaces that improve lives.</i>	

EXHIBITORS	BOOTH
HAI Group	19
<i>Leading provider of Property and Liability insurance for Public and Affordable Housing. Insuring more than \$40 Billion in Property Values, Rated "A (Excellent)" by AM Best.</i>	
PRNC NAHRO	13
<i>To be the leading housing and community development advocate for the provision of adequate and affordable housing and strong, viable communities for all Americans.</i>	
HomeSage	52
<i>We work together to offer convenient, affordable education, and unbiased resources across the State of Washington to a diverse group of motivated and goal-oriented homebuyers.</i>	
HomeSight	51
<i>For 25 years HomeSight has created 2,000+ homeowners fulfilling our mission: Building strong, vibrant communities through homeownership, economic development and revitalization.</i>	
Impact Capital & National Equity Fund	37
<i>Impact Capital is a nonprofit CDFI providing loans and grants to the nonprofit community in underserved areas. National Equity Fund is a national syndicator of low income housing tax credits. We revitalize communities and create economic opportunities nationwide.</i>	
JPMorgan Chase Bank	30
<i>At Chase, we're proud to be a national leader in financing for affordable housing and community development projects that revitalize communities and provide housing opportunities for low income households in urban and rural communities in Washington and across the United States.</i>	
KeyBank	32
<i>We provide debt and equity financing for affordable housing, and community and economic development revitalization in our retail banking markets.</i>	
Loveridge Hunt & Co., PLLC	33
<i>Loveridge Hunt provides audit, accounting and tax services to the affordable housing industry. Our clients include non-profits, for-profits and housing authorities.</i>	
MUFG Union Bank, NA	1
<i>Union Bank offers affordable housing solutions including construction lending, bond financing, tax credit equity and treasury management services. Union Bank is a consistent community partner.</i>	
MyScreeningReport.com	46
<i>MyScreeningReport.com (MSR) is the industry's first applicant initiated and inherently portable tenant screening service.</i>	

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SPONSOR SHOWCASE OF EXHIBITORS

EXHIBITORS	BOOTH
National Development Council/NDC Corporate Equity Fund, L.P. <i>Since 1969, our mission is to increase the flow of capital to underserved urban and rural areas by building homes, creating jobs and developing communities.</i>	9
Northwest Indian Housing Association <i>The Northwest Indian Housing Association consists of 38 tribes or tribal housing authorities operating in the Pacific NW region, providing safe, clean and affordable housing to Native Americans.</i>	18
Novogradac & Company LLP <i>Novogradac & Company LLP is a public accounting firm with a full spectrum of audit, tax, valuation, expert witness and litigation support, and property compliance services.</i>	45
Office of Rural & Farmworker Housing <i>ORFH is a private, statewide nonprofit corporation that develops and helps preserve housing for farmworkers and other rural residents of Washington state.</i>	14
Office of the Insurance Commissioner <i>Statewide Health Insurance Benefits Advisors (SHIBA) is part of the Washington State Office of the Insurance Commissioner's consumer protection services.</i>	12
Parkview Services <i>Parkview Services creates inclusive housing solutions to promote stability, opportunity, and community.</i>	17
Pavilion Construction, LLC <i>At Pavilion Construction we're committed to building your vision. With extensive experience as a General Contractor for a diverse mix of residential and light commercial construction.</i>	39
PNC Real Estate <i>PNC Real Estate offers LIHTC equity combined with affordable housing debt solutions to deliver seamless financing options for the construction or redevelopment of affordable housing.</i>	31
Propel Insurance <i>Propel Insurance helps clients move their business forward by providing innovative insurance solutions, surety bonds, consulting and employee benefits to thousands of businesses and individuals.</i>	40
Rural Community Assistance Corp <i>RCAC is a nonprofit providing access to resources to create vibrant, healthy and enduring rural communities.</i>	43
U.S. Bank <i>U.S. Bank is building strong communities and changing lives through creative solutions and resources – grants, financing, tax credit investments, flexible mortgage products and down payment assistance – that support Washington's affordable housing needs.</i>	29

EXHIBITORS	BOOTH
Umpqua Bank <i>Umpqua Bank is deeply committed to the citizens, businesses, organizations and communities we serve - providing the financial and community service support to grow our neighborhoods.</i>	5
USDA Rural Development <i>USDA Rural Development operates over fifty financial assistance programs for a variety of rural applications. These programs include Single Family and Multi Family Housing.</i>	15
Walsh Construction Co. <i>Walsh Construction Co. is a general contractor specializing in affordable mixed-use, multi-unit, special needs, student housing and building renovation/historic preservation.</i>	44
Washington Community Reinvestment Association <i>The WCRA is a nonprofit bank membership CDFI that provides financing on affordable rental and special needs housing and economic development in Washington.</i>	53
Washington Homeownership Resource Center <i>The Washington Homeownership Resource Center (WHRC) is dedicated to educating and empowering current and future homeowners in Washington state.</i>	16
Washington Low Income Housing Alliance <i>Through advocacy, education and organizing, WLIHA works to ensure that all Washington residents thrive in safe, healthy, affordable homes in thriving communities.</i>	20
Washington State Department of Commerce <i>The Washington State Department of Commerce is growing and improving jobs in Washington state by championing thriving communities, a prosperous economy and sustainable infrastructure.</i>	21
Washington State Housing Finance Commission <i>WSHFC is a publicly accountable, self-supporting team, dedicated to increasing housing access and affordability and to expanding the availability of quality community services for the people of Washington.</i>	22
Watson & McDonnell, PLLC <i>A CPA firm with a focus on offering audit and tax services to nonprofits, such as those that provide housing and social services, education and community development.</i>	41
Wells Fargo Bank <i>Wells Fargo has the affordable housing financing you want. Whether you need access to the capital markets, construction or permanent financing, credit enhancements, or equity through the sale of tax credits, we can help you reach your financing goals.</i>	3
ZBA Architecture, PS <i>ZBA Architecture designs affordable multi-family, senior, farmworker and special needs housing that goes beyond regulations to achieve sustainable housing excellence.</i>	28

 = Booths highlighted in red will be holding a raffle drawing.



Save the Date

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Tacoma, Washington





Thank You

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