

**2018 Florida ALHFA Annual Educational Conference  
COMMUNITY + HOUSING + IMPACT: CRAFTING YOUR MESSAGE  
Agenda**

**Wednesday, July 11, 2018**

- 2:00 - 5:00 PM**                    **Advance Conference Registration & Exhibitor Set-Up**  
Plaza Foyer
- 4:00 - 5:00 PM**                    **Florida ALHFA Annual Board Meeting**  
Thomasson
- 6:00 PM**                            **Welcome Reception: Museum of Fine Arts 6:00 PM to 7:30 PM**  
255 Beach Drive NE  
Registered Conference Guests Welcome

**Thursday, July 12, 2018**

- 8:00- 8:30 AM**                    **Conference Registration:** Plaza Foyer  
**Continental Breakfast:** Fred's Restaurant, Plaza Level
- 8:30**                                **Welcome from St. Petersburg Mayor Rick Kriseman**  
(Plaza AB)
- 8:35 - 8:45 AM**                    **Opening General Session**  
Plaza AB
- Opening Remarks                    Florida ALHFA President Harry Hedges  
Election of Board Members           Jim Ryan, Treasurer, Florida ALHFA  
Conference Logistics                   Susan Leigh, Director, Florida ALHFA

**8:45 – 9:30 AM**                    **General Session: Congress and the Florida Legislature?**  
*Plaza AB*

How will HFA's be impacted by federal decisions? Are tax-exempt bonds at risk? How's the HUD budget doing and how could changes to Section 8 negatively impact developments and residents? What impact did the Sadowski Education Effort have in the 2018 legislative session? How did we get the doc stamp exemption for non-bond loans? Why is SEE such a critical part of the funding strategy? What were our successes and setbacks, and what do we need to do before the 2019 session? Discussion will include a complete federal update, SHIP and SAIL funding from the Sadowski Housing Trust Funds, what you should be doing to help protect housing programs nationally and to get state funding in 2019.

**Moderator:**     Mark Hendrickson, Executive Director, Florida ALHFA

**Panelists:**     Ken Pruitt, President, The P5 Group  
Elizabeth Stojan, Director of Governmental Affairs, NYC Housing Development Corporation & Chair, NALHFA Legislative Committee

**9:30 – 10:15 AM**                    **General Session: Our Partnership with the Florida Housing Finance Corporation**  
*Plaza AB*

FHFC allocates Housing Credits, SAIL funds, and DPA monies. These programs directly impact local HFA's—in both our rental and home ownership programs. How can a local HFA effectively impact FHFC decisions? How can our partnership be improved? FHFC's Executive Director will discuss these questions as well as implementation of the Local Government Preference system for 9% Housing Credits, the process for allocating 4% Housing Credits on local HFA bond deals, Down Payment Assistance using HHF, policy changes related to this year's SAIL and Housing Credits, and legislative activities.

**Moderator:**     Kathryn Driver, Florida ALHFA Board Member & Executive Director, HFA of Pinellas County

**Panelists:**     Trey Price, Executive Director, Florida Housing Finance Corporation

**10:15-10:30 AM**

**Break—Beverages**

**10:30 - 11:45 AM**

**General Session: HFA Board Members: Stop the Sweeps: Sadowski Affiliates Candidate Engagement Program**

Plaza AB

After two thirds of the Sadowski Housing Trust funds were swept by the 2017-18 Legislature, a group of Sadowski Affiliates launched into action. November elections choose a new Governor, the entire House and half the Senate. What an opportunity for education! This session will cover the Sadowski Affiliates' candidate engagement and social media project. Join the effort or just join the conversation; there's a place for HFA members at the table.

**Moderator:** Jim Ryan, Board Member, Clay County HFA

**Panelists:** Marilyn Pearson-Adams, Florida Realtors

Harry Hedges, President, Florida ALHFA

Jaimie Ross, CEO, Florida Housing Coalition, Facilitator of Sadowski Coalition

**11:45- Noon**

**Break**

**Noon - 1:15 PM**

**Luncheon for Conference Attendees**

*Vinoy Grand Ballroom*

**Luncheon Speaker:**

State Senator Wilton Simpson, Senate Majority Leader, Chairman, TED Appropriations Subcommittee

**1:15 - 1:30 PM**

**Break**

**1:30 - 3:00 PM.**

**Concurrent Sessions**

**Session A:**

**Single Family: What's New in Home Ownership?**

Plaza C

The cost of purchasing a single-family home has risen in relation to incomes, particularly in the larger metropolitan areas. Some employers have recognized the need to provide their employees with financial assistance to help purchase and finance their primary residence. The panel will discuss ways to partner with businesses to offer employer-assisted housing purchase programs. Documentary stamp exemption is a cost-cutting benefit to buyers participating in HFA programs. As of July 1st, local HFA's will once again be able to offer this exemption to their buyers. The panel will discuss the details of the statute requirement and best practices for implementation. Florida Housing has been a great partner with the local HFA's. The panel will discuss the recent HHF partnership and other ways the local HFA's and state agency may work together.

**Moderator:** Sue Denihan, eHousing Plus

**Panelists:** TBD, Pennsylvania Housing Finance Agency

Bob Reid, Shareholder, Bryant Miller Olive

David Westcott, Director of Homeownership Programs, Florida Housing Finance Corporation

**Session B:**

**Multi-Family: What's New?**

Plaza D

Significant changes to the tax code, the resulting lowering of the pricing of housing credits, and rising interest rates have impacted HFA's ability to finance rental transactions. What are ways to find additional subsidy? Can acquisition/rehabilitation deals work without additional gap financing? What role does FHFC's allocation of 4% Housing Credits and appraised value methodology have on these deals. What opportunities are created by the new Income Averaging rules that may allow some units to be rented to persons up to 80% AMI? How about Opportunity Zones? The panel will discuss all of these topics, and answer questions from the audience.

**Moderator:** Helen Feinberg, Managing Director RBC Capital Markets

**Panelists:** Ed Busansky, Senior VP, First Housing Development Corporation  
Sean Jones VP, Director of Acquisitions, Raymond James Tax Credit Funds, Inc.  
Mark Sween, Vice President & Project Partner, Development Dominion  
Kevin Tatreau, Interim Director of Multifamily Programs, Florida Housing Finance Corporation

**3:00 - 3:15 PM**            **Break—Beverages**

**3:15 - 4:30 PM**            **Concurrent Sessions**  
**Session A:**                **Ethics & Sunshine, and a Bonus**  
                                 **For HFA Board Members and Outside Professionals**  
                                 Plaza C

What can you say and when can you say it to another Board member? Is it OK to accept that lunch invitation? What is a gift, and when must they be disclosed? What is the difference between a voting conflict and a prohibited conflict? These and other ethics and sunshine topics will be covered, with plenty of time for questions. And, as a totally unrelated educational bonus, a brief explanation of all constitutional amendments that will be on this November's ballot will be provided.

**Moderator:** Don Horn, Chairman, Miami-Dade HFA  
**Panelists:** Mary Helen Farris, General Counsel, HFA of Hillsborough County  
Mark Mustian, Shareholder, Nabors, Giblin & Nickerson

**Session B:**                **Single Family: Single Family Staff Roundtable**  
                                 **For HFA Staff and Board Members Only**  
                                 Plaza D

Single Family staff and Board members from HFA's can discuss in a Roundtable setting issues of concern, solutions to problems, and other items of interest. What is important to us? Where are we and where are we going? Together as a group we are strong, and each HFA has a voice.

**Facilitator:** Karmen Lemberg, Director of Homeownership Programs & Operation, HFA of Pinellas County

**6:15 PM**                    **Dinner at 400 Beach Seafood & Tap House**  
                                 **400 Beach Drive NE**  
                                 Registered Conference Guests Welcome

**Friday, July 13, 2018**

**8:00 - 9:00 AM**            **Breakfast Buffet:** Fred's Restaurant, Plaza Level

**9:00 - 10:15 AM**        **General Session: Stump the Pros—A Fast Moving Session with Multiple Topics and Audience Questions—With Door Prizes**  
                                 Plaza AB

We have a limited number of sessions at the conference, and more topics than they can hold. This session will cover many subjects, based upon audience questions. Each panelist will be challenged to answer complex questions in three minutes or less—being concise but thorough. Topics can include anything housing—legal, political, financial, or programmatic. Great questions will be rewarded with door prizes from the famed Florida ALHFA Box of Junk.

**Moderator:** Mark Hendrickson, Executive Director, Florida ALHFA  
**Panelists:** Helen Feinberg, Managing Director, RBC Capital Markets  
Shawn Wilson, President, Blue Sky Communities  
Tim Wranovix, Vice President, Raymond James

**10:15 - 10:30 AM**        **Break—Beverages**

**10:30 - 11:45 AM**        **Concurrent Sessions**  
**Session A:**                **HFA Programs: What's New? HFA Journal Release**

Plaza C

Local HFA's don't just do bonds and single-family loan programs. With limited resources, HFA's have made an impact in their communities by being innovative and thinking outside of the box. Discussion will focus on programs implemented by HFA's using their own resources. The 4th Annual Florida ALHFA Journal, which compiles programs submitted by Florida ALHFA members, will be released.

**Moderator:** Cheree Gulley, Florida ALHFA Board Member & Executive Director, Miami-Dade HFA  
**Panelists:** Susan Leigh, Director, Florida ALHFA  
Each HFA with Journal entries will briefly describe their program

**Session B: HFA Board Members: Returning by Popular Demand—Bonds and Mortgage Credit Certificates 101:**  
Plaza D

This session is for both new and experienced HFA Board members. How do bond deals work and why don't single family deals work today? Or do they? What's a Mortgage Credit Certificate? What's the role of an HFA on policy in rental bond deals? Who are the players and what is the role of an HFA Board member? What is the Florida Housing Finance Corporation and what does it have to do with us? The panel will give basic info on bonds and MCC's.

**Moderator:** Pat Lott, Executive Director, Escambia County HFA  
**Panelists:** Debbie Berner, Director, RBC Capital Markets  
Rhonda Bond-Collins, Lead Attorney, Bryant Miller Olive

**Noon - 1:00 PM Lunch & Learn with Freddie Mac's Cindy Waldron: Equitable Access to Homeownership for Millennials, African-Americans & Hispanics (Plaza AB)**

**1:30 - 3:00 PM Concurrent Sessions**  
**Session A: What's New with our Federally Chartered Partners and Other Sponsors?**  
Plaza C

The Federal Home Loan Bank of Atlanta is offering valuable new programs in Florida. How will this work? Can your HFA utilize the program? What does the Florida Community Loan Fund do and how can it work with HFA's? eHousing administers all of our single-family programs. What's new on their front?

**Moderator:** W. D. Morris, FLALHFA Board Member & Executive Director, Orange County HFA  
**Panelists:** Nelson Black, Chief Lending Officer, Florida Community Loan Fund  
Arthur L. Fleming, SVP & Director of Community Investment Services, Federal Home Loan Bank of Atlanta  
Paloma Miranda, Vice President, Services & Program Administration, eHousingPlus

**Session B**  
**1:30-5:00 PM Tour of Affordable Housing Properties**  
Participants must have preregistered for this event.  
Participants should be on the bus by 1:30 PM

**Friday Evening** Dinner on your own

**Saturday, July 14, 2018**

**8:30- Noon Roundtable Discussions**  
**HFA Open Forum:** to discuss Conference and FLALHFA  
**Attorney Roundtable:** to discuss issues related to HFA's legal issues that arise in their representation of issuers, developers, or other professionals  
**CPA Roundtable:** to discuss accounting and auditing issues related to their work with local HFA's  
Breakfast available at 8:30; Meetings at 9:00 (Plaza AB)

**REGISTRATION IS REQUIRED FOR ATTENDANCE AT ALL EVENTS.  
GUEST REGISTRATIONS PERMIT PARTICIPATION AT RECEPTIONS & DINNER**