2018 MIDYEAR MEETING
Navigating the Present and Shaping Our Future

January 22-24, 2018
The Westin Verasa Napa
Napa, CA
The CARH 2018 Midyear Meeting
Navigating the Present and Shaping Our Future
January 22-24, 2018 | The Westin Verasa Napa, Napa California

The Council for Affordable and Rural Housing (CARH) Midyear Meeting will be held on Monday, January 22 - Wednesday, January 24, 2018, at the Westin Verasa Napa Hotel in Napa California. Industry professionals widely agree that CARH meetings are essential to stay on top of the latest news, trends, proposals and policies affecting affordable housing today. CARH is pleased to welcome you to the stunning Napa Valley region, heart of California Wine Country and one of the premier wine regions in the world! The rich farmland, rolling vistas, superb cuisine, premium wines and local hospitality, will make for an unforgettable experience. Arrive early or stay after the meeting to enjoy the unique experiences of this world-class destination!

The CARH Midyear Meeting is the premier affordable rural housing conference in the United States. Leading industry experts and senior-level government officials will present the latest information on regulations, pending legislation, and trends that impact your business. 2017 has been a year of change and more is expected. From reorganization at Rural Development to federal tax changes and budget proposals still in flux as we go to print, the meeting theme of Navigating the Present and Shaping Our Future is fitting!

Be the first to hear from CARH's Washington DC and industry experts on what lies ahead after tax reform. How will affordable housing and your business be transformed in 2018 and beyond? What's in store as Congress and the Administration consider other legislative and regulatory initiatives, including direct funding programs? Will infrastructure proposals, intended to bring additional resources for rural communities, be part of the agenda for the upcoming year? Educational sessions, based on the meeting theme, will delve into these and other issues. Social activities designed for you, will allow time to relax and network with your industry colleagues in beautiful Napa.

CARH will present the prestigious Harry L. Tomlinson, State Affiliated Association of the Year, and Member of the Year Awards. Please join us as we recognize and celebrate your colleagues who have excelled in the affordable housing industry, and moved our objectives forward through their achievements.

The CARH standing committees will convene and provide you with current, detailed information on the industry and our organization.

Participation in these meetings gives you the ideal opportunity to promote relevant issues, which CARH can advance through its legislative work. It’s also the perfect time to propose any additional benefits and services you would like CARH to offer its members. You will also meet the vendors and service providers who offer goods and services to the industry, often at a discounted rate.

Enjoy visiting the famous Napa region. The seat of Napa County is Napa, the heart of the Napa Valley wine region. Its downtown is known for late-1800s and early-1900s architecture, a riverfront promenade with shops and restaurants, and an arts scene anchored by the Napa Valley Opera House. CARH's conference hotel, the Westin Verasa Napa, is centrally located and within walking distance of 15 wine tasting rooms. [www.westinnapa.com](http://www.westinnapa.com)

The Opening Networking Reception will be held at the hotel on Monday evening. After a day of committee meetings, enjoy networking with colleagues. You’ll still have time for dinner at one of the many fine restaurants that have made Napa Valley famous in the culinary world.

B Cellars Vineyards and Winery will be the site of our Tuesday night reception. The estate includes a state-of-the-art wine production facility, including more than 15,000 square feet of caves for barrel storage, tours, and tastings. Since its founding in 2003, the winery has been committed to hand-crafted, complex, beautifully balanced and food-friendly wines. Don't miss this event! [www.bcellars.com](http://www.bcellars.com)

Plan to attend the CARH 2018 Midyear Meeting. You’ll find the registration form on page 8. We look forward to seeing you in January!
Monday, January 22, 2018

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

8:30 a.m.-5:30 p.m.
Committee Meetings and General Sessions –
All attendees are encouraged to attend the committee meetings

8:30-9:30 a.m.
State Association Committee
The committee will provide an opportunity for state associations to highlight their past year’s state conferences and to solicit advice and feedback from other state affiliates, based on their sessions at meetings, speakers, attendees and the structure of conferences. Membership recruitment at both the state affiliate and national levels will be discussed, as well as marketing of national CARH within state affiliations via social media and newsletters. The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.

9:30-9:45 a.m.
Break with Exhibitors
This will be the first of many opportunities to spend time with the vendors, whose companies supply goods and services to the affordable housing industry.

9:45-10:45 a.m.
Education and Best Practices Committees
This joint committee will continue its efforts to expand and develop additional educational opportunities for CARH members and CARH-member properties. The committee will also focus on identifying and developing best practices to assist members in the performance of their duties, and brainstorming ways to market and expand the CARH professional designation program. The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.

10:45 a.m.-12:00 p.m.
Management Committee
The committee will cover a myriad of issues facing management companies today. Discussion will focus on how the new Administration has addressed many of the regulatory issues impacting housing programs administered by both the Department of Housing and Urban Development (HUD) and the United States Department of Agriculture (USDA) Rural Development (RD). A variety of RD and Housing Credit servicing issues will be discussed, including management fees, income verification, budgeting, analysis of the Section 521 Rental Assistance program with emphasis on the Fiscal Year (FY) 2018 budget, and changes to the dual signature requirements will be explored. For HUD programs, the Committee will review new REAC compliance developments (such as new compilation bulletin, and increased quality assurance inspections) and a new enforcement initiative by the Office of Program Enforcement. The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.

12:00-1:15 p.m.
Opening Luncheon with Exhibitors
Enjoy lunch with your colleagues. The exhibitors whose companies provide goods and services to the rural housing industry will be introduced and give a short presentation on their companies and product emphasis.
1:15-3:00 p.m.

**General Session**

**Washington Report: The Latest from Congress, the Government Accountability Office (GAO) and the Regulators**

CARH’s legislative team will discuss the latest news from Capitol Hill, including Congressional action on tax reform and the FY 2018 budget. This has been a wild and unprecedented year in Congress as one major initiative after another was put into play. We will review what happened and project what lies ahead in the coming year for taxes, spending, infrastructure and more, and discuss what is in store for the second session of the 115th Congress as it heads into the 2018 election year. Hear from officials from the Government Accountability Office (GAO) as they outline recent requests from Congress. Analysis and findings of program efficiencies will be an integral part of the discussion. Learn the latest regulatory policies in the current budget environment and how these policies are being reviewed and applied by HUD and RD.

**Committee Meetings**

3:00-4:15 p.m.

**Owners and Developers Committees**

This joint committee will discuss preservation and operations issues facing owners and developers as companies adjust transactional and business practices envisioned under tax reform. As we publish this brochure, tax reform is not finalized in Congress. Whatever the final result, the issue will continue to factor in business plans for the coming year. Discussion will also focus on the market response to Congressional action. The FY 2018 budgets for both HUD and RD will be reviewed, with particular emphasis on the Multi-Family Housing Revitalization Demonstration Program (MPR). Maturing mortgages on the Section 515 portfolio will again be a focus and recommendations for Congressional action will be explored. We will also review the regulatory proposals CARH has put before USDA. The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.

4:15-4:30 p.m.

**Break with Exhibitors**

4:30-5:30 p.m.

**Board of Directors Meeting**

*All attendees are welcome and encouraged to attend.*

6:00-7:30 p.m.

**Opening Reception**

After a day of committee meetings, our Opening Reception will be at the Westin Verasa Napa. Enjoy networking with your colleagues in a relaxed setting. Following the reception, visit one of the many top restaurants for dinner on your own. Visitors flock to Napa Valley to dabble in everything from Michelin-Star fare and farm-to-fork perfection; to custom burgers and fantastic food trucks. You will be able to choose from locally sourced cuisine in a variety of creatively themed restaurants! Make your reservations now!

**Downtown Napa Restaurants:** [www.donapa.com](http://www.donapa.com)

**Napa Valley Region Restaurants:** [www.visitnapavalley.com/restaurants](http://www.visitnapavalley.com/restaurants)

**Dinner On Your Own**

**Tuesday, January 23, 2018**

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

**Registration Open**

7:30-8:00 a.m.

**Continental Breakfast with Exhibitors**

8:00-11:30 a.m.

**General Sessions**

8:00-9:15 a.m.

**Affordable Housing in Rural America: Today and After Tax Reform**

This all-star panel will help attendees navigate during these uncertain times. Tax reform has taken center stage in Washington and businesses will need to assess the impact on affordable housing transactions moving forward. This panel will break down the changing market conditions, discuss recent trends and offer other critical perspectives to help you through current transactions with an eye towards 2018 and beyond.
9:15-10:30 a.m.
Natural Disasters: Being Prepared for the Next One
Record damage and destruction affected Texas (floods), Florida (wind, water, hurricanes), Puerto Rico and the Virgin Islands (Hurricane), and California (wild fires). This session will explore how you, as an owner, manager, and housing provider, can best be prepared for disasters that may occur in the future. Not only is your property at stake, but human lives may depend on your preparedness and expertise in handling these extreme situations. Join an outstanding panel as they convey invaluable tips and best practices in readiness for “the next one.”

10:30-10:45 a.m.
Break with Exhibitors

10:45-11:45 a.m.
Finding Equity in a Haystack
Listen as our panelists discuss navigating problems with tougher deals, including properties small and large, as well as single and multiple property transactions. The panelists will analyze the pros and cons, and problems and solutions for each type of property. Key to the discussion is the question, “Where is the equity?” The panelists will describe examples of mixing and matching properties to find equity, changes in the appraisal process, and a few things RD may allow to pay equity in ways you’re not accustomed to seeing.

11:45 a.m.-12:45 p.m.
Concurrent Sessions

Accessibility Best Practices: What the Future Holds for the Industry
Industry experts will discuss the latest Department of Justice’s (DOJ) Accessibility Initiative. Attendees will hear an update on the status of the largest accessibility lawsuit to date. The pros and cons of an Accessibility Tax Credit will be assessed. The panel will also review the DOJ and National Council of State Housing Agency’s (NCSHA’s) latest recommendations on Accessibility Best Practices for the multifamily housing industry.

OR

Hoped for Changes to the Section 538 Program
The USDA Section 538 Program has come a long way since its inception nearly 20 years ago. Join this panel of experts to hear about available funding and discussion on what legislative and regulatory changes are needed to sustain and grow the program in the coming years.

1:00-2:15 p.m.
Awards Luncheon—Recognizing Leadership in the Industry
CARH will present its three prestigious awards: the Harry L. Tomlinson, the Member of the Year, and the State Affiliated Association of the Year Awards. Join us as we honor your colleagues for their achievements and dedication to the industry.

2:15 p.m.—Free Time
Plan your free time wisely, so you won’t miss a thing! The Mediterranean climate of the Napa Valley has the ideal weather for producing top-rated wine grapes. More than 400 wineries make this fertile region their home, famous for its prized Cabernet Sauvignon. A host of varied types of wine tours and tastings are offered to please all types of visitors to the area. Where there’s good wine, good food is abundant as well. Top-rated chefs are spread throughout the scores of restaurants that serve up the bounty of the region.

But wine and food are just the beginning. The same weather that is ideal for grape growing, is also perfect for visitors who love nature and the outdoors. Take a mountain trail hike, a bike ride or hot air balloon ride and take in the amazing views of the countryside. Visit a 400-acre wildlife sanctuary, Safari West, which offers guided, open-air jeep tours daily. Enthusiasts of music, film, and art can find events, large and small, scattered throughout the region. And shopping is always nearby, from the unique gift shops of the wineries and vineyards, to upscale shopping in downtown Napa. To plan your free time, see a complete list of all the things to do in Napa Valley.

Tour Napa Valley Vineyards and Wineries. To find the right tour for you, visit www.visitnapavalley.com/things-to-do/tours/.
Reception at B Cellars

The B Cellars destination winery is located on historic Oakville Cross Road and embodies comfort and an appreciation of an agricultural heritage. Nestled into the hillside of 11 acres is a stretch of rolling hills that is the setting for B Cellars’ cave barrel storage and unique cave tasting experiences. While exploring the depths of the caves, guests will find the Grand Salon, an event venue like no other. Upon exit, you will see the majestic views of the Vaca Mountains, the adjacent Event Lawn, winery production facilities and the Hospitality House. For more information on B Cellars Vineyards and Winery, please visit www.bcellars.com.

Dinner On Your Own


Wednesday, January 24, 2018

8:30 a.m.-12:00 p.m.
Registration Open

8:30-9:00 a.m.
Continental Breakfast with Exhibitors

9:00 a.m.-12:15 p.m.
General Sessions

9:00-10:00 a.m.
What Will Duty to Serve Mean for You?
The Federal Housing Finance Agency issued the Duty to Serve Underserved Markets rule aimed at improving access to mortgage financing for families of modest means in three key housing markets; Manufactured Housing, Affordable Housing Preservation, and Rural Housing. This session will focus on the Multifamily Rural Housing sector. Michael Hernandez, Vice President Housing Access, Affordable Housing Initiatives, will discuss Fannie Mae’s strategy to address this challenge and ways they want to partner with the industry to achieve their mission.

10:00-11:00 a.m.
Farm Worker Housing: It’s Not What It Used to Be
California has an abundant and exceptional agricultural economy with many specialty crops feeding America and the world. But unlike other highly mechanized crops, California is dependent on a strong and well-organized farm labor market to perform everything from planting to harvesting and everything in-between. This session will review the nation’s unique farm worker housing market: who participates, how units are funded and what the future looks like for this housing sector in other rural markets across the country. The panel will also look at recent trends and issues with the Section 514 farm labor program.

11:00 a.m.-12:15 p.m.
Partnership Agreements—Essentials for 2017, Changes for 2018
Affordable rural housing programs are decades old. Existing properties have addressed many program changes and will face additional changes as well. Partnerships need to examine their compliance with the audit changes and elections under the Bipartisan Budget Act, to be effective in 2018. Tax reform proposals under consideration are expected to make further changes to business expensing and real estate depreciation and pass through tax treatment. Even without these changes many partnership agreements still face questions because over time they may not have kept up with prior changes in the federal tax code. This panel will provide updates on these issues, as well as solutions for owners who need to amend partnerships to protect themselves from these changes.

12:15 p.m.
Meeting Concludes

*Recommended attire for the meeting: Business Casual
### Featured Speakers

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<tr>
<th>Name</th>
<th>Affiliation</th>
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<tr>
<td>Hon. Tom Reynolds</td>
<td>Holland &amp; Knight, LLP, Washington, D.C.</td>
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<tr>
<td>Joyce Allen</td>
<td>USDA-RD Housing and Community Facilities, Washington, D.C.</td>
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<tr>
<td>C.B. Alonso</td>
<td>USDA-RD Housing and Community Facilities, Washington, D.C.</td>
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<tr>
<td>Don Beaty</td>
<td>The Summit Group, Seattle, WA</td>
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<tr>
<td>Campbell Brown</td>
<td>Greystone Affordable Development, Raleigh, NC</td>
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<tr>
<td>Timothy Carpenter</td>
<td>Fannie Mae, Washington, D.C.</td>
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<tr>
<td>Debbi Christensen, CPA*</td>
<td>Propp Christensen Caniglia LLP, Roseville, CA</td>
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<tr>
<td>Daniel Duda</td>
<td>Churchill Stateside Group LLC, Clearwater, FL</td>
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<tr>
<td>Tanya Eastwood</td>
<td>Greystone Affordable Development, Raleigh, NC</td>
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<tr>
<td>Karl Edmonson</td>
<td>Bellwether Enterprise Real Estate Capital, LLC, Cleveland, OH</td>
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<tr>
<td>Mark English</td>
<td>E &amp; A Team, Tuscaloosa, AL</td>
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<tr>
<td>Dan Garcia-Diaz</td>
<td>Government Accountability Office, Washington, D.C.</td>
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<td>Cash Gill</td>
<td>Gill Group, Dexter, MO</td>
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<td>Edward Goesel*</td>
<td>USI Insurance Services, Chicago, IL</td>
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<td>Robert Hall</td>
<td>Bonneville Multifamily Capital, Salt Lake City, UT</td>
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<td>Michael Hernandez</td>
<td>Fannie Mae, Washington, D.C.</td>
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<tr>
<td>Robert Iber*</td>
<td>US Department of Housing and Urban Development, Washington, D.C.</td>
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<tr>
<td>Russell Kaney</td>
<td>Enterprise Community Partners, Inc., Winnebago, IL</td>
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<tr>
<td>Benjamin Metcalf</td>
<td>California Department of Housing and Community Development, Sacramento, CA</td>
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<tr>
<td>Edgar Morales</td>
<td>USDA-RD Multi-Family Housing Finance Programs, Washington, D.C.</td>
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<tr>
<td>Laurie Schoeman</td>
<td>Enterprise Community Partners, New York, NY</td>
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<td>B. Timothy Smith, CPA</td>
<td>Bernard Robinson &amp; Company, LLP, Greensboro, NC</td>
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<tr>
<td>Jim Tassos*</td>
<td>National Council of State Housing Agencies (NCSHA), Washington, D.C.</td>
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<tr>
<td>Barry Tidwell, CPA</td>
<td>Tidwell Group, Birmingham, AL</td>
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<tr>
<td>Eliza Webb</td>
<td>Fannie Mae, Washington, D.C.</td>
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* Invited but not confirmed
## REGISTRATION FORM

### Council for Affordable and Rural Housing

### 2018 Midyear Meeting

**Monday, January 22 - Wednesday, January 24**

**Westin Verasa • Napa • California**

### Name -- (Please complete one form for EACH registered attendee)

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### Guest(s) Name(s)

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### 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

#### Advisory Trustee (First registration free):

- 2 or more attendees (per person) $650

#### Associate Plus (First registration free):

- 2 or more attendees (per person) $720

#### Basic Plus Member:

- 1 or 2 attendees (per person) $780
- 3 or more attendees (per person) $740

#### Associate or Basic Member:

- 1 or 2 attendees (per person) $830
- 3 or more attendees (per person) $790

#### State Affiliated Assn. Member:

- 1 or 2 attendees (per person) $870
- 3 or more attendees (per person) $830

#### Exhibitor’s Table + 1 Member Attendee:

- $920
  - Each additional exhibitor attendee $790

#### Non-Member:

- 1-2 attendees (per person) (non-exhibitor) $1,300
- 3 or more attendees (per person) $1,050
- Exhibitor’s Table + 1 attendee $1,800
- Each additional exhibitor attendee $1,100

#### Government Employee:

- $610

### Additional Guest Registration Fees:

- Monday, January 22 - Opening Reception $75
- Tuesday, January 23 - Reception at B Cellars (wine tasting/food pairing) $90

#### TOTAL $ 

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**HOTEL INFORMATION**

CARH’s Midyear Meeting will be held at the Westin Verasa in Napa, California. For hotel reservations, please call the hotel directly at (888-627-7169) and mention “CARH Midyear Meeting.” (You can also make your reservations online. Visit www.CARH.org for the link.) Registrants will receive a special rate of $29 per night for king room ($249 on Friday/Saturday). To receive this meeting rate, you must make your reservation no later than Wednesday, December 20, 2017.

**Visit www.CARH.org to Become a Meeting Sponsor**

**CANCELLATION/REFUND POLICY**

Cancellations must be made via email to emarecheau@carh.org. A $35 fee will be charged for registration cancellations received by 5 p.m., Friday, January 5, 2018. $110 will be deducted from cancellations received after that date. Absolutely no refunds will be given after 5 p.m. on Thursday, January 18, 2018, or to registrants who fail to attend the program. An additional $85 will be assessed on all on-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**

116 S. Fayette Street

Alexandria, VA 22314

703-837-9001 ~ 703-837-8467 (fax)

carh@carh.org • www.carh.org

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**To pay by credit card, complete the following:**

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- [ ] Diner’s Club

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