

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



2023 MIDYEAR MEETING

Mastering the Challenges: Opportunities for the Future

January 23 - 25, 2023
Cheeca Lodge & Spa
Islamorada, FL

Council for Affordable and Rural Housing, 116 S. Fayette Street, Alexandria, VA 22314
T: 703-837-9001 F: 703-837-8467
email: carh@carh.org, website: www.carh.org

CARH 2023 Midyear Meeting

Mastering the Challenges: Opportunities for the Future

January 23-25, 2023 | Cheeca Lodge & Spa, Islamorada, FL

We are delighted to invite you to the 2023 CARH Midyear Meeting at one of Florida's legendary destinations, the **Cheeca Lodge and Spa**, in the spectacular Islamorada, Florida Keys, a "Village of Islands!" Known as the "sportfishing capital of the world," Islamorada is approximately 90 minutes from Miami International Airport.



CARH's national conferences are among the premier affordable, rural housing meetings for quality content. We will offer the full Midyear Meeting experience of 2023. Over two and a half days, attendees will participate in an engaging, thoughtful and in-depth program featuring industry experts and government officials who will present the latest information on regulations, pending legislation, business practices, and trends that impact the industry and your business. The sessions will revolve around the theme, **"Mastering the Challenges: Opportunities for the Future."** You will be the first to hear from CARH's Washington experts, government officials, and industry stakeholders about key topics affecting the affordable rural housing industry including:

- Funding for affordable housing programs
- Long-term preservation solutions for the rural housing portfolio
- Furthering the public-private partnership that has developed over the years through the use of the Housing Credit and Bond programs
- Tips to manage your business most effectively
- How to convey to Congress and the Administration the long-term needs of the industry and how both branches of government must respond to meet those needs
- And much more!

On the Cover: Left: Brisas de Paz – Desert Hot Springs, CA – Bonneville Multifamily Capital (Lender) | Right: Lexwoods Apartments – Lexington Park, MD – Green Street Housing (Owner)/Bonneville Multifamily Capital (Lender)

Featured events include the presentation of the prestigious **Harry L. Tomlinson Award**, the **State Affiliated Association of the Year Award**, and the **Member of the Year Award**, all of which recognize leaders in the industry for their participation, support, and achievement. Be there to honor and celebrate your colleagues who have excelled in the affordable housing industry and enhanced the industry through their achievements.

Our meeting headquarters hotel, the breathtaking and newly renovated Cheeca Lodge & Spa, is a boutique hotel and resort in Islamorada. Cheeca Lodge offers exceptional accommodations, endless activities, luxurious amenities, and an impeccable staff. This splendid resort is a welcome retreat with spacious rooms, suites, and private casitas. The hotel sits on a 27 acre tropical paradise that includes watersports and fishing activities. As the sportfishing capital of the world, Cheeca Lodge is a premier destination for both serious anglers and casual fishermen. Charter a boat and find over 500 species of fish within minutes from shore or cast a line from the end of their 525-foot pier – the longest in the Keys. A host of other activities can be found at the hotel, including snorkeling, sea kayaking, bicycling, golf, and scuba diving. Don't miss this unique opportunity to enjoy a stay at this amazing resort in one of the most beautiful places in the world!



Council for Affordable and Rural Housing

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Schedule of Events

Monday, January 23, 2023

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

8:30-11:45 a.m.
Committee Meetings
All Attendees Are Welcome



8:30-9:30 a.m.
Best Practices and Education Committee

This Committee will explore best practices developed by attendees for their companies and employees during the past couple of years, as well as the possible continuation of these practices. Employee relations issues will be reviewed as will essential employee incentives during this time of high inflation and cost of living increases. The committee will also focus on educational courses for the affordable rural housing industry. **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 meet with our exhibitors whose companies provide goods and services for the affordable rural housing industry.

9:45-10:45 a.m.
State Affiliated Association Meeting

During this always lively committee meeting attendees will confer with other members of state affiliated associations. Compare meeting strategies and content covered in the sessions, as well as meeting locations and venues. Most state groups have returned to face-to-face meetings but virtual training is still in use. How do they decide to resort to virtual training and should these events be complimentary or not? **The Committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

10:45-11:45 a.m.

Lenders Committee

The Committee will discuss a myriad of issues impacting lenders in the rural housing arena, including how interest rate increases may affect underwriting and lending for the coming year. Is the evolving market rent picture changing lending requirements? How have higher construction costs for products and services impacted loan applications? Is the ongoing pace of low income housing credit applications and subsidy contracts a safe harbor from market volatility for some debt and equity providers? **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.

Welcoming Luncheon

The luncheon is the official opening of the January meeting.

Enjoy meeting with colleagues and

exhibitors whose companies provide goods and services to the affordable rural housing industry. Throughout the luncheon, representatives from exhibiting companies will give brief presentations on their products and services.



1:15-2:15 p.m.

General Session

Breaking News from Our Nation's Capital

Hear breaking news from the nation's Capital presented by CARH's legislative team. Learn how the midterm elections will impact the affordable rural housing industry. Will a divided Congress with new leadership, particularly in the House of Representatives, be able to enact any major initiatives? The team will review legislative accomplishments during the last year and look ahead to the First Session of the 118th Congress. Senior members of the Executive Branch tend to leave administrations in the final months. Will this happen with the Biden Administration and will these departures impact policy going forward?

2:30-5:45 p.m.

Committee Meetings Resume

2:30-3:30 p.m.

Management Committee

This Committee will examine operational issues facing companies, including hiring issues for corporate and on-site staff. Management companies had difficulty last year obtaining Rural Development's (RD) timely approval of properties' budgets. Are 2023 budgets being approved? If not, how can CARH assist management companies? Through the efforts of this Committee, CARH convinced RD to increase management fees in 2023 to reflect cost of living increases and inflation rates in the country. Are companies experiencing any push-back from regions on increases? Other regulatory policies and recent RD Unnumbered Letters such as interim income re-certifications and coordination with other program requirements will be reviewed as well as insurance costs, deductibles, and casualty payments. The Committee should be prepared to recommend its top priority issues for action to the CARH board of directors.



3:30-3:45 p.m.

Break with Exhibitors

3:45-4:45 p.m.

Developer and Owners Committee

This Committee will discuss preservation and operations issues facing owners and developers in this ever-changing regulatory and legislative environment. We will discuss ongoing efforts and further recommendations for Congress and the Administration to address the aging portfolio, maturing mortgages and permanent decoupling of the Section 521 program from the Section 515 loan. Increased construction costs, delays in supply chains and employment issues will be discussed. Further legislative changes and enhancements to the housing credit and bond programs will be outlined. If time allows, this Committee will also review the new Simple Transfer Pilot Program rule. **The Committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**



Crest Butte Apartments, Bend Oregon -- Viridian Management (Manager) /Chrisman Development (Developer)

5:00-5:45 p.m.

Board of Directors Meeting

All attendees are welcome and encouraged to attend the meeting.

6:00-7:30 p.m.

Networking Reception—Pioneer Beach at Cheeca Lodge and Spa

After a day of meetings, be sure to attend the opening networking reception at Pioneer Beach.

Dinner On Your Own

Enjoy a scrumptious dinner at Cheeca Lodge or venture out. You can't miss with the abundance of dining choices;

Resort Restaurants:

[Atlantic's Edge](#)

[Mia Cucina](#)

[Nakai](#)

[Morada Bay](#)

[Chef Michael's](#)

[Square Grouper](#)

[Green Turtle Inn Restaurant](#)

[Islamorada Brewery and Distillery](#)

Offsite Restaurants:

[A complete list of Islamorada Restaurants](#)

Make your reservation well in advance!

Transportation/Car Service Information:

Cheeca offers a 24-hour Shuttle Service within a 2 or 3 mile radius of the hotel.

Transportation Options to and from Miami and Ft. Lauderdale International Airports

Shippy Limo LLC

Cheryl Shippy (305) 395-0689 /

Brenton Shippy (305) 395-0691

shippylimo@yahoo.com

Top Shelf Transport

Jamie (714) 955-7086

TopShelfCarService@gmail.com

Tuesday, January 24, 2023

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

Registration Open and General Sessions

7:30-8:30 a.m.

Continental Breakfast with the Regulators

Top officials from the Department of Housing and Urban Development (HUD) and the United States Department of Agriculture's Rural Development (RD) will discuss the latest policies and initiatives resonating out of both agencies. Recent Unnumbered Letters (UL) and regulatory policies will be explored.

8:30-9:30 a.m.

Affordable Housing Markets Today—Opportunities and Options

What is always a dynamic discussion, this all-star panel will delve into the wide-range of issues impacting developers and owners of affordable housing. This panel will break down markets with case studies on deal structuring and underwriting of transactions. Panelists will share how they are combating inflationary pressures, continued labor shortages, and supply-chain delays as well as other construction challenges. Critical perspectives that will help you through current transactions with an eye towards 2023 and beyond will also be part of the discussion.

9:30-9:45 a.m.

Break with Exhibitors



9:45-10:45 a.m.

Energy Tax Credits—Financing Renewable Energy in 2023

The Inflation Reduction Act of 2022 became law this past August, providing among its wide-ranging provisions new benefits for investment in solar, wind and other energy technologies. This panel of experts will review the Investment Tax Credit, Production Tax Credit, related tax-exempt debt issues, sales of tax credits, and bonus credit rates.

10:45-11:45 a.m.

Year 15: Dealing with Expiring Housing Credits when Rural Development Restrictions Remain

The Housing Credit program has been a tremendous success and is a tool for housing preservation as well as production. There is an expanding group of properties reaching the end of their initial compliance period—Year 15. This panel will explore issues as a property reaches Year 10 and the end of Housing Credits for the investor (in most cases) and Year 15 when both credits and recapture issues end and properties enter the extended use period, just as building components often start to show their age. General Partners and Investor Limited Partners confront exiting issues and strategies during this time period as exit strategies and long term planning are



implemented or adjusted. Re-syndication issues and tax consequences of such transactions will also be explored.

11:45 a.m.-12:30 p.m.

Financing Strategies Today and Lenders View For Tomorrow

Learn how to plan the right financing strategies for your deal in this practical workshop. This session will dig into the latest changes and trends in financing. Case studies will demonstrate any new product developments. Lenders will review forecasts for short- and long-term rates and talk about various methods for managing rate risk. Tax-exempt debt structures to increase proceeds in an era of rising costs will be reviewed. Any new developments with RD's Section 538 Guaranteed Rural Rental Housing program will be outlined and types of housing that will be financed with an increase of budget authority for the program.

12:30-1:30 p.m.

Awards Luncheon

Be there as CARH presents its three prestigious awards; The Harry L. Tomlinson, the Member of the Year, and the State Association of the Year Awards. Join us as we honor colleagues and officials for their achievements and dedication to the industry.





1:30-5:00 p.m.

Free Time

There is so much to do and see in Islamorada and nearby. Click on the following link and plan ahead to make the most of your time in this spectacular place!

[Islamorada Things to Do](#) – Official Keys Tourism Council

5:15-7:00 p.m.

Networking Reception—Morada Bay

Network with your colleagues as you enjoy the sunset over Morada Bay and the Florida Keys.



Dinner On Your Own

Wednesday, January 25, 2023

8:30 a.m.-12:15 p.m.

Registration Open

8:30-9:15 a.m.

Continental Breakfast with Exhibitors

9:15 a.m.-12:15 p.m.

General Sessions

9:15-10:15 a.m.

ABCs of Inspections on Your Properties

When COVID-19 was declared an emergency pandemic, inspections on properties came to a halt. Prior to then, regulatory agencies were in the process of revamping inspection procedures and additional requirements were being contemplated. Almost all inspections have been restarted. This panel of experts will discuss taking a proactive approach to inspections, taking a look ahead to what the regulators might be implementing in the future, discussing some best practices for ensuring you are considering all issues that need to be evaluated, exploring what owners and developers should know to ensure compliance.

10:15-11:15 a.m.

Service Coordinators on Your Properties—How to Make it Work

This panel will provide better understanding of the important resource that service coordinators can be in an affordable housing community. Service coordinators can assist residents by identifying, locating, and acquiring the services needed. However, due to limited resources, particularly in rural properties, it has been difficult to pay for coordinators. RD, in its recent Fiscal Year 2023 proposed budget training for multifamily staff and stakeholders, has indicated that service coordinator salaries may be included as property expenses. Panelists will detail the role of service coordinators and outline how owners and management companies can budget accordingly.

11:15 a.m.-12:15 p.m.

Everything You Should Know about Insurance but were Afraid to Ask

Rising insurance rates are one of the major issues facing rural housing providers across the country as they try to meet face on increases in operational costs. The panel experts, including representatives from the insurance industry, will outline issues and discuss options that are available to property owners. Wind coverage, deductibles, and casualty payments will be discussed vis-à-vis agencies, regulations, and the market. Come ready to ask all of your insurance coverage questions!

12:15 p.m.

Meeting Concludes

Attire: business casual for all sessions.

Featured Speakers



Joaquin Altoro
USDA Rural Development
Rural Housing Service
Washington, DC

Ethan D. Handelman
US Department of Housing and
Urban Development (HUD)
Washington, DC

Tom Ayd
Green Street Housing, LLC
Salisbury, MD

Robert Bender
The Provident Companies
Mansfield, OH

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

Rob Hall
Bonneville Multifamily Capital
Salt Lake City, UT

Melissa Harris
American Association of Service
Coordinators
Washington, DC

Trent Iliff
USI Insurance Services
Oak Brook, IL

Paul Jemmi
USI Insurance Services
Chicago, IL

Allison King
Tiber Hudson, LLC
Charleston, SC

Dana Krusz
Knopp Enterprises, Inc.
Staunton, VA

Ian Maute
Buckeye Community Hope Foundation
Columbus, OH

Forrest Milder, Esq.
Nixon Peabody, LLP
Boston, MA

***Robert Morton**
Bellwether Enterprise Real Estate
Capital
LaPorte, IN

Patrick Patterson
Viridian Management
Enterprise, OR

Chris Potterpin
PK Housing, Inc.
Okemos, MI

Richard Michael Price, Esq.
Nixon Peabody, LLP
Washington, DC

Alisa Regensburger
Buckeye Community Hope Foundation
Columbus, OH

The Honorable Thomas Reynolds
Holland & Knight, LLP
Washington, DC

Monica Hilton Sussman, Esq.
Nixon Peabody, LLP
Washington, DC

Nathan Yoder
Warrior Run Development Corporation
Turbotville, PA

*Invited, Not Confirmed Speakers



REGISTRATION FORM

Council for Affordable and Rural Housing

2023 MIDYEAR MEETING

Monday, January 23 - Wednesday, January 25
Cheeca Lodge & Spa • Islamorada • Florida



<i>Name</i> (Please complete a separate form for EACH attendee)	<i>Title</i>	
<i>Company/Organization</i>		
<i>Street Address</i>		
<i>City</i>	<i>State</i>	<i>Zip</i>
<i>Telephone</i>	<i>Fax</i>	
<i>E-mail</i>	<i>Website</i>	

Guest Name(s) (If guest(s) will be attending any of the receptions, name(s) must be provided)

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

REGISTRATION FEES	By Dec 27	After Dec 27	\$
Advisory Trustee (first registration free):			
2 or more attendees (per person)	\$755	\$770	\$
Associate Plus (first registration free):			
2 or more attendees (per person)	\$825	\$840	\$
Basic Plus Member:			
1 or 2 attendees (per person)	\$885	\$900	\$
3 or more attendees (per person)	\$845	\$860	\$
Associate or Basic Member:			
1 or 2 attendees (per person)	\$935	\$950	\$
3 or more attendees (per person)	\$895	\$910	\$
State Affiliated Assn. Member:			
1 or 2 attendees (per person)	\$975	\$990	\$
3 or more attendees (per person)	\$935	\$950	\$
Exhibitor's Table + 1 Member Attendee:			
Each additional exhibitor attendee	\$1,100	\$1,200	\$
	\$900	\$1,000	\$
Non-Member:			
1-2 attendees (per person) (non-exhibitor)	\$1,750	\$1,750	\$
3 or more attendees (per person)	\$1,550	\$1,550	\$
Exhibitor's Table + 1 attendee	\$2,300	\$2,300	\$
Each additional exhibitor attendee	\$1,500	\$1,500	\$
Government Employee:	\$680	\$700	\$
Additional Guest-Only Registration Fees:			
Monday, January 23 -			
<i>Welcome Reception with Exhibitors</i>	\$85	\$85	\$
Tuesday, January 24 -			
<i>Networking Reception</i>	\$85	\$85	\$
			TOTAL
			\$

(Receptions included in attendee registration fee. Complete section only for additional guests.)

HOTEL INFORMATION

For hotel reservations, call the Cheeca Lodge & Spa at **305-517-4481** (8:00 am-6:00 pm, Eastern) and identify yourself as part of the "Council for Affordable & Rural Housing" group (**Group Code 8396**). Or, reserve online using link found in Meetings Section on CARH's website, www.carh.org. Registrants will receive a special rate of **\$495** per night for single/double occupancy. To receive this rate, you must make your reservations no later than **Thursday, January 5, 2023**. NOTE: If you must cancel your hotel reservation, please contact CARH first.

Visit www.CARH.org to Become a Meeting Sponsor

MEETING CANCELLATION/REFUND POLICY

Cancellations must be made in writing via email to emarecheau@carh.org. A \$50 cancellation fee will be deducted from refunds for cancellations received by Friday, January 6, 2023. \$150 cancellation fee will be deducted from refunds for cancellations received after that date. No refunds will be provided for cancellations received after Wednesday, January 18, 2023, or to registrants who fail to attend the program. An additional \$100 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:

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To pay by credit card, complete the following:

American Express Visa MasterCard Discover

<i>Card Number</i>	<i>Expiration Date</i>	<i>Security Code</i>
<i>Name as it Appears on Card</i>		
<i>Billing Address</i>	<i>City</i>	<i>State</i>
<i>Signature (required)</i>		