



Council for Affordable and Rural Housing

Annual Meeting and Legislative Conference

June 26-28, 2023

The Ritz-Carlton, Pentagon City
Arlington, Virginia



Representing the Industry that Serves Affordable Rural Housing



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The Council for Affordable and Rural Housing (CARH) Annual Meeting and Legislative Conference will be held on June 26-28, 2023, at The Ritz-Carlton, Pentagon City, in Arlington, Virginia. Industry leaders will engage attendees with the most up-to-date legislative and regulatory news impacting the affordable rural housing industry. CARH's legislative and policy experts, agency officials, industry stakeholders, and key members of Congress and their staff will present critical information on legislation, regulations, and policies affecting the affordable rural housing industry including:

- Funding for affordable housing programs, particularly rural multifamily housing for Fiscal Year (FY) 2024
- Long-term preservation solutions for the rural housing portfolio
- Furthering the public-private partnership that has developed throughout the years Through the use of the Housing Credit and Bond programs
- Tips to effectively manage your business
- Strategies to raise awareness with Congress and the Administration on the long-term needs of the industry, how both branches of government must respond to meet those needs and much more!

Enjoy time with industry colleagues at evening networking events! The Opening Networking Reception on Monday, June 26th will be held at America's First Museum of Modern Art, the **Phillips Collection**, in Washington, DC. Art collector and philanthropist Duncan Phillips and his mother established the Phillips Memorial Gallery in 1918 in memory of his father and



LUNCHEON OF THE BOATING PARTY

Pierre-Auguste Renoir (between 1880 and 1881)

From the Phillips Collection

brother in their DuPont Circle home. In 1921, Duncan married painter Marjorie Acker and the Phillips Collection opened to the public that year. The museum has been collecting modern and contemporary art for over 100 years and now houses over 5,000 pieces. Stunning works of art combined with an unconventional approach to exhibits inspires, motivates, and renews visitors. The Phillips is at the forefront of museums giving voice to diversity and relevant ideas of today through powerful artistic expression.

Join your friends on Tuesday, June 27th at the networking reception at The Ritz-Carlton, Pentagon City, featuring the annual auction! Bid on **five** highly coveted items. The proceeds will benefit CARH and the CARH Scholarship Foundation. The results of the CARH Top 20 of 23 survey will be revealed. The Top 20 of 23 (formerly known as CARH 2020) ranks the top rural housing owners, developers, and managers in the industry.

The Scholarship Foundation will present seven scholarship recipients at the Scholarship Awards Breakfast on **Wednesday, June 28th!** Everyone should plan to attend this exciting and emotional event to support the scholarship recipients and their families.



SCHEDULE OF EVENTS

Monday, June 26, 2023

8:30 a.m.-5:00 p.m.
Registration Open

8:30-11:45 a.m.
Committee Meetings

8:30-9:30 a.m.
State Affiliated Association Committee
During this always lively committee meeting, attendees will confer with other members of state affiliated associations. Compare meeting strategies and content as well as meeting and venues. Recommendations for speakers will also be presented. **The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.**

9:30-10:30 a.m.
Best Practices and Education Committee
This Committee will continue to explore best practices developed by attendees for their companies and employees and review the Best Practices forms on CARH's website, making updates where appropriate. Employee relations issues will be discussed vis-à-vis continued inflation adjustments and the need for cost-of-living adjustments. **The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.**

10:30-10:45 a.m.
Networking Break with Exhibitors
This will be the first of many opportunities throughout the meeting to spend time with the various vendors whose companies supply goods and services to the affordable rural housing industry.

10:45-11:45 a.m.
Lenders Committee

This committee will discuss matters impacting lenders in the rural housing arena centered on lending issues and balancing different requirements under various federal programs. The Section 538 program will be reviewed with an emphasis on how regulatory changes improve and enhance program growth and development. The Committee will continue to discuss construction costs and the impact on transactions in various stages of development. **The committee should be prepared to recommend its top priority issues for action to the CARH Board of Directors.**

11:50 a.m.-12:00 p.m.
General Membership Meeting
The nominating committee will formally present their recommendations for the 2023-2024 slate of Executive Officers and Board of Directors and members present will vote.

12:00-1:00 p.m.
Opening Luncheon with Exhibitors
This luncheon is the official opening of the June meeting. Join colleagues and the exhibitors whose companies provide goods and services to the affordable rural housing industry and support CARH. Representatives from these companies will give short presentations on their products and services.





1:00-2:00 p.m. Washington, DC Report

The CARH legislative and regulatory team will break down all of the fast-breaking news from Washington, DC. Affordable housing has again taken center stage. Our experts will outline the numerous legislative initiatives under discussion and the likelihood that they will be favorably considered during the first session of the 118th Congress. The Administration's proposed budget for Fiscal Year (FY) 2024 would again provide historic levels of funding for rural multifamily programs. Proposals that will continue to enhance the Housing Credit and Bond programs have been reintroduced with large bipartisan support. Resolution of the debt ceiling crisis will impact all programs and initiatives while the appropriations process will shape the conversation for program specific issues that must now be addressed. Will Congress be able to pass a Farm Bill that could contain housing provisions?

2:15-3:15 p.m. Management Committee

This committee will discuss operational issues facing companies, including rising costs of staff, vendors, insurance, and materials. Budget approvals by Rural Development (RD) for 2023 reflect acknowledgement that properties' budgets must reflect true operational costs, including onsite managers, maintenance personnel, and company staff, now and into the future. Discussion of both current and future Rental Assistance (RA) needs will be explored. What needs to happen to ensure that adequate funding is allocated this year and beyond? Other regulatory policies will also be reviewed. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

3:15-3:30 p.m. Networking with Exhibitors

3:30-4:30 p.m. Developers and Owners Committee

This committee will discuss preservation and operations issues facing owners and developers in this ever-changing regulatory and legislative environment. No doubt there will be continued discussion on RD's realignment and the new transfer pilot program, as well as the impact on transactions. Have processes and procedures improved since the committee met in January? Current transactions will be explored with emphasis on how additional proposed funding for FY 2024 for RD's multifamily programs could transform rural housing for several years. Operations costs will be reviewed as there continues to be concerns with construction costs, delays in supply chains, and difficulty hiring workers. All of these factors impact total development costs for new construction and preservation of the aging portfolio. Housing Credit and Housing Bond issues will be an integral part of the discussion, particularly as Congress considers new legislation that will enhance both financing tools. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

4:30-5:45 p.m. Board of Directors Meeting

All attendees are encouraged and welcome to attend this meeting.

6:00-8:00 p.m. Opening Reception—The Phillips Collection

Mix and mingle with old and new friends among the dazzling collection of modern and contemporary art at the iconic Phillips Collection in historic Dupont Circle! Celebrate American art and American artists whose works are among the most independent and exceptional in the country and who express the ethnic and demographic diversity of the last century!



DEER IN THE FOREST
Franz Marc – 1913
From the Phillips Collection

**Buses will depart from the hotel for the Phillips Collection in Washington, DC. There will be return buses to the hotel at the conclusion of the reception.*

Dinner on Your Own

Tuesday, June 27, 2023

8:30 a.m.-5:00 p.m.
Registration Open

8:30 a.m.-12:00 p.m.
General Sessions

8:30-9:30 a.m.
Continental Breakfast and Discussion with the Regulators

At this ever-popular session, attendees will hear from key RD and HUD officials. Policymakers who are driving a variety of housing issues will participate on this panel. Learn about the latest regulatory policies in the current budget environment and listen to an in-depth discussion on how the agencies have responded to the new focus on affordable housing for many in Washington, DC.

9:30-10:45 a.m.
Stakeholders Input: Successfully Decoupling Section 521 Rental Assistance from the Section 515 Program

USDA Rural Development seeks stakeholder input on “decoupling” Section 521 Rental Assistance (RA) from the Section 515 Rural Rental Housing loan program at the time of mortgage maturity to facilitate the rehabilitation and preservation of the Multifamily Housing (MFH) loan portfolio. In response to a request for decoupling authority in the President’s FY 2023 budget, Congress has directed USDA to conduct stakeholder meetings and provide a report on how decoupling would be implemented. Decoupling is an important tool to preserve the affordability of the Section 515 portfolio. It allows the continued provision of project-based RA to MFH tenants, who had an annual household income of approximately \$13,000 in FY 2022, while facilitating third-party investment and recapitalization of the aging MFH portfolio. **Please join us and provide your thoughts and or suggestions to RD on this important issue.** Our meeting will be the last opportunity for stakeholders to interact face-to-face with agency officials before RD reports to Congress this summer on findings and recommendations.

10:45-11:00 a.m.
Networking with Exhibitors

11:00 a.m.-12:00 p.m.
Affordable Housing Finance Update

Join affordable housing experts as they dig into the tax credit and bond structures utilized in today’s challenging market. Panelists will discuss volume cap availability, market conditions, and techniques that can help to increase basis and fill the financing gaps for your projects in the current interest rate environment.

12:00-1:15 p.m.
Lunch with Key Congressional Policymakers

Key Congressional policymakers share their views on pressing policy issues now that Congress must implement the legislative and funding assumptions that were the basis of the debt ceiling negotiations. Be ready for a lively discussion on the multitude of issues that must be addressed during the remaining months of 2023, particularly as the 2024 Presidential and Congressional elections loom in the background.



1:30-2:30 p.m.
Capitol Hill Staff Insights

Several key Congressional staff members have been invited to participate in an in-depth discussion of many of the topics during the previous session. Budget issues, particularly as we move forward with the FY 2024 process, will be the focal point of Congress’ agenda. Will there be a vehicle to move some additional improvements in the Housing Credit and Housing Bond programs forward? How can the focus on affordable housing, particularly proposals that emphasize preservation of the rural housing portfolio, be elevated so initiatives can become law? Can the “must pass” Farm Bill be used as a vehicle for rural housing legislation? Other issues that may evolve and be identified will also be outlined.

2:30-2:45 p.m.

Networking with Exhibitors

GENERAL SESSION

2:45-3 :45 p.m.

Navigating Maturing Mortgages with RD

The Section 515 portfolio is reaching a turning point, with many properties facing maturity of their RD loans in the next several years. Many more need an infusion of capital to address the need for new building systems and upgrades to units and building systems. Options available to owners and developers will be explored, with a focus on prepayment and transfers opportunities.

CONCURRENT SESSIONS

3:45-4 :45 p.m.

Planning for Rising Insurance Costs at Rural Properties

Everyone in the affordable rural space knows that the rise of insurance costs presents a unique challenge for RD owners and developers. From wind coverage to crime considerations, this panel will explore strategies for minimizing impacts of these rising costs on operational budgets at RD properties. Insurance industry experts will join this panel to offer their view of the future of insurance for rural properties and to answer any questions on existing and future coverage options.

OR

Rural Development and the Inflation Reduction Act

The Inflation Reduction Act (IRA) contains significant opportunity for rural properties to incorporate affordable clean energy and energy efficiency upgrades into current and future transactions and operations budgets. RD and HUD continue to roll out new policies and programs implementing the IRA at rural properties, including the Green and Resilient Retrofit Program. Join this panel to discuss the impact these new initiatives will have on the availability of clean energy at rural properties and how owners and developers can optimize these programs to bring clean energy to rural communities. Rural broadband enhancements will also be examined.



4:45-5:45 p.m.

The Changing World of Physical Inspections

In late 2022, RD announced the creation of a pilot program to develop a new physical inspection protocol for RD properties. Similarly, HUD is in the final stages of rolling out a new physical inspection protocol, NSPIRE, that will go into effect for most HUD properties later this year. This panel will discuss the impact of these changes on the inspection and scoring process as well as how to prepare for future changes to the system.

OR

Changes in the Lending Landscape

Planning the right financing strategies for your deal has become challenging with continued interest rate changes and construction costs rising. Panelists to this session will review forecasts for short and long-term rates and talk about various methods for managing rate risk. Various financing programs will be explored including USDA's Section 538 program and opportunities using HUD's FHA multifamily financing.

6:00-7:30 p.m.

Networking Reception at The Ritz-Carlton, Pentagon City

After a full day of educational sessions, enjoy relaxing and networking with colleagues at our meeting hotel, The Ritz-Carlton, Pentagon City. You will also have the opportunity to meet the CARH Scholarship Foundation 2023 recipients, their families and guests. This networking reception would not be complete without CARH's famous live auction, limited to just **FIVE FABULOUS ITEMS!** Don't miss this special evening!

Dinner on Your Own

Wednesday, June 28, 2023

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

8:30-10:15 a.m.
CARH Scholarship Foundation Awards Breakfast
The Board of Directors of the CARH Scholarship Foundation will present scholarships to seven exceptional students from CARH-member properties. Attendees will not want to miss this event to show the rural housing industry's support of these outstanding students.



10:30 a.m.-12:00 p.m.
General Session

Asset Management and Servicing Issues — in the Weeds with HUD and RD

We began our educational sessions with a session entitled "Discussion with the Regulators" where top officials from RD and HUD discussed some of the global policies being reviewed and enacted. Our last session of the meeting will delve into the bread and butter of asset management and servicing issues impacting management companies and their staffs on a daily basis. Get your questions ready for officials from RD and HUD. It will no doubt be a lively and informative closing session.

12:00 p.m.
Meeting Concludes

Recommended dress for meeting: Business attire.

FEATURED SPEAKERS



Honorable Joaquin Altoro*

Administrator USDA – Rural
Housing Service
Washington, DC

Ethan Handelman*

U.S. Department of Housing and
Urban Development
Washington, DC

Jeff Banker

Lument
Columbus, OH

Kelly Boyer

Rose Community Capital
Manhattan Beach, CA

Amie Cofini

Greystone Affordable Development
Raleigh, NC

Tom Davis*

U.S. Department of Housing and
Urban Development
Washington, DC

Stephanie Dellinger

Dellinger Property Management
Monticello, IN

Kevin Donnelly*

National Multifamily Housing Council
Washington, DC

Julie Felhofer

USDA-Rural Development
Shawano, WI

Todd Fentress

Tidwell Group
Columbus, OH

Kevin Flynn*

Flynn Management Corporation
Clearwater, FL

Rob Hall

Bonneville Multifamily Capital
Salt Lake City, UT

Britton Henig

Stifel
Birmingham, AL

Trent Iliff

USI Insurance Services
Oak Brook, IL

Allison King

Tiber Hudson
Washington, DC

Jen Larson

U.S. Department of Housing and
Urban Development
Washington, DC

Ian Maute

Buckeye Community Hope Foundation
Columbus, OH

Mike Resnik

USDA-Rural Development
Topeka, KS

Honorable Tom Reynolds

Holland & Knight, LLP
Washington, DC

Dan Rogers

USDA-Rural Development
Canton, MA

Ashley Sheriff*

U.S. Department of Housing and
Urban Development
Washington, DC

Rebecca Simon

Nixon Peabody, LLP
Washington, DC

Karissa Stiers

USDA-Rural Development
Topeka, KS

Nicholas Tsimortos

Nixon Peabody, LLP
Boston, MA

Stephanie Vergin

USDA-Rural Development
White Bear Lake, MN

Laurie Warzinski

USDA-Rural Development
Orrington, ME

Brandt Witte

USDA-Rural Development
Washington, DC

**Invited, but not confirmed*

REGISTRATION FORM

Council for Affordable and Rural Housing 2023 Annual Meeting & Legislative Conference

Monday, June 26 - Wednesday, June 28
The Ritz-Carlton, Pentagon City • Arlington • Virginia



Name *(Please complete separate form for EACH registered attendee)* _____ **Title** _____

Company/Organization _____

Street Address _____

City _____ **State** _____ **Zip** _____

Telephone _____ **Fax** _____

E-mail _____ **Website** _____

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 Lender
 Attorney Vendor/Supplier CARH State Affiliated Association Executive Other (please describe)

REGISTRATION FEES	By June 9	After June 9	\$
Advisory Trustee <i>(first registration free)</i> :			
2 or more attendees (per person)	\$805	\$830	\$
Associate Plus <i>(first registration free)</i> :			
2 or more attendees (per person)	\$855	\$880	\$
Basic Plus Member:			
1 or 2 attendees (per person)	\$905	\$930	\$
3 or more attendees (per person)	\$855	\$880	\$
Associate or Basic Member:			
1 or 2 attendees (per person)	\$955	\$980	\$
3 or more attendees (per person)	\$905	\$930	\$
State Affiliated Assn. Member:			
1 or 2 attendees (per person)	\$1,005	\$1,030	\$
3 or more attendees (per person)	\$955	\$980	\$
Exhibitor's Table + 1 Member Attendee:			
Each additional exhibitor attendee	\$1,300	\$1,400	\$
Non-Member:			
1-2 attendees (per person) (non-exhibitor)	\$1,800	\$1,800	\$
3 or more attendees (per person)	\$1,500	\$1,500	\$
Exhibitor's Table + 1 attendee	\$2,500	\$2,500	\$
Each additional exhibitor attendee	\$1,500	\$1,500	\$
Government Employee:			
	\$675	\$700	\$
Additional Guest Registration Fees:			
Monday, June 26 -			
<i>Reception and Tour of The Phillips Collection</i>	\$100	\$100	\$
Tuesday, June 27 -			
<i>Networking Reception</i>	\$80	\$80	\$
		TOTAL	\$

HOTEL INFORMATION

The Ritz-Carlton, Pentagon City is located approximately five minutes from Reagan National Airport. Make your reservation under the "Council for Affordable and Rural Housing" room block at 800-422-2410 or visit <https://book.passkey.com/go/CARHMeeting2023>. Registrants will receive a special rate of \$299 per night for single/double occupancy. To receive this rate, you must make your reservations no later than **Friday, June 2, 2023**. NOTE: If you must cancel your hotel reservation, please contact CARH first.

Visit www.CARH.org to Become a Meeting Sponsor

CANCELLATION/REFUND POLICY

Cancellations must be made in writing via email to emarecheau@carh.org. A \$40 cancellation fee will be deducted from refunds for cancellations received by Friday, June 9, 2023. \$125 cancellation fee will be deducted from refunds for cancellations received after that date. No refunds will be provided for cancellations received after Wednesday, June 21, 2023, or to registrants who fail to attend the program. An additional \$85 will be assessed on all at-door registrations.



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

Council for Affordable and Rural Housing
116 S. Fayette Street
Alexandria, VA 22314
703-837-9001 ~ 703-837-8467 (fax)
carh@carh.org • www.carh.org

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

To pay by credit card, complete the following:

American Express Visa MasterCard Discover

Card Number _____ **Expiration Date** _____ **Security Code** _____

Name as it Appears on Card _____

Billing Address _____ **City** _____ **State** _____ **Zip** _____



SPONSORSHIP FORM

Council for Affordable and Rural Housing

2023 Annual Meeting & Legislative Conference ~ June 26 – 28

Select your preferred Sponsorship level:

PLATINUM PLUS — \$3,000

- Introduce One Session or Committee Meeting
- Sponsor Recognition from CARH President to Attendees
- Scholarship Breakfast, One Luncheon AND One Reception
- One Continental Breakfast AND Two Coffee Breaks
- Logo on meeting-related materials and broadcast emails
- First Group Listing on Sponsor PowerPoint
- Logo and contact information featured on event app

PLATINUM — \$2,500

- Introduce One Session or Committee Meeting
- Sponsor Recognition from CARH President to Attendees
- Scholarship Breakfast OR One Luncheon
- One Reception
- One Continental Breakfast OR One Coffee Break
- Logo on meeting-related materials and broadcast emails
- Second Group Listing on Sponsor PowerPoint
- Logo and contact information featured on event app

GOLD PLUS — \$2,000

- Sponsor Recognition from CARH President to Attendees
- One Luncheon, One Reception, OR Scholarship Breakfast
- One Coffee Break
- Logo on meeting-related materials and broadcast emails
- Third Group Listing on Sponsor PowerPoint
- Logo and contact information included on event app

GOLD — \$1,500

- Sponsor Recognition from CARH President to Attendees
- One Luncheon OR One Reception
- Logo on meeting-related materials and broadcast emails
- Fourth Group Listing on Sponsor PowerPoint
- Logo and contact information included on event app

SILVER — \$1,000

- Sponsor Recognition from CARH President to Attendees
- Two Coffee Breaks
- Logo on meeting-related materials and broadcast emails
- Fifth Group Listing on Sponsor PowerPoint
- Logo and contact information included on event app

BRONZE — \$500

- Sponsor Recognition from CARH President to Attendees
- One Coffee Break
- Logo on meeting-related materials and broadcast emails
- Sixth Group Listing on Sponsor PowerPoint
- Logo and contact information included on event app

Sponsors at the **Gold Plus Level or higher** will be entered into a drawing for one **FREE NIGHT** at The Charleston Place Hotel during CARH's 2024 Midyear Meeting in Charleston, South Carolina to be held January 29-31, 2024

Company: _____

Contact: _____

Email: _____

Phone: _____

Make checks payable to "CARH." If paying by credit card, complete the following:

American Express Visa MasterCard Discover

Card Number: _____ Exp. Date: _____ Security Code: _____

Name on Card: _____ Signature: _____

Billing Address: _____

Street

City

State

Zip

SPONSORSHIP FORMS AND ELECTRONIC LOGOS ARE DUE BY JUNE 16, 2023

Send form and payment to: **CARH, 116 S. Fayette Street, Alexandria, VA 22314** or tschultz@carh.org.

E-mail electronic logo (JPG file) to tschultz@carh.org.

Questions? Contact CARH at 703-837-9001 or carh@carh.org