

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



CHARLESTON PLACE



## 2024 MIDYEAR MEETING Uncover the Tools to Enhance and Expand Affordable Rural Housing

January 29 - 31, 2024  
The Charleston Place  
Charleston, South Carolina

Council for Affordable and Rural Housing, 116 S. Fayette Street, Alexandria, VA 22314  
T: 703-837-9001 F: 703-837-8467  
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CARH 2024 Midyear Meeting

# Uncover the Tools to Enhance and Expand Affordable Rural Housing

January 29-31, 2024 | The Charleston Place, Charleston, SC

We are delighted to invite you to the 2024 CARH Midyear Meeting to be held on January 29-31 in one of the world's most beautiful cities, Charleston, South Carolina. The meeting venue will be **The Charleston Place** iconic hotel, which is located in the heart of the city, just minutes away from the many historic sites, restaurants and outstanding shopping that Charleston has to offer.



CARH's national conferences are among the premier affordable rural meetings for quality content. We will offer the full Midyear Meeting experience. 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, **Uncover the Tools to Enhance and Expand Affordable Rural Housing**. Be the first to hear on a myriad of topics including:

- Funding for affordable housing programs
- Long-term preservation solutions for the rural housing portfolio
- Status of proposals in Congress that would decouple Rural Development's Section 515 program from the Section 521 program
- Furthering the public-private partnership that has developed throughout the years through the use of the Housing Credit and Housing Bond programs
- Operational issues that continue to impact properties, including insurance costs

On the Cover: Left: Developed by Greystone Affordable Development and WWJ, LLC – Colonial Lodge Apartments, Warrenton, NC | Right: Financed by Bonneville Multifamily Housing – Willow Creek Apartments in Willow Creek, CA

- Tips on how to most effectively manage your business
- 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

Multiple networking opportunities are built into the schedule so you can personally meet and greet the people whose work impacts your business every day. Celebrate CARH's prestigious awards honoring industry leaders and network with colleagues and friends during evening receptions. Enjoy leisure time visiting historic properties, museums, art galleries, unique shops, and world-class restaurants within walking distance of the hotel. Nearby attractions, beaches, sporting, and cultural events offer something for all interests.



The CARH standing committees will convene on Monday, January 29. The committee meetings give attendees the opportunity to promote issues you'd like CARH to advance through legislative or regulatory work, or benefits and services that CARH should offer to the membership. There will also be ample opportunities to meet with our loyal vendors and service providers who offer so much to the industry.

Council for Affordable and Rural Housing

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# Schedule of Events

**Monday, January 29, 2024**

**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 continue its review of the Best Practices forms on the CARH website and discuss recommendations for additional forms. Any technological advances made by Rural Development (RD) that could help with the delivery of the agency's multifamily housing programs will also be reviewed. Best business practices of various companies will also be outlined. **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.**  
**Networking 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 Committee**  
During this always lively committee meeting, attendees will confer with other members of state affiliated associations to compare meeting strategies, content and meeting venues. Scheduling annual meetings to avoid overlap with other state affiliated association meetings will be on the agenda. Each state association determines their budget needs by different measures and variables. These variables will be examined vis-à-vis bringing additional revenue and working capital to the association. **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**

This committee will discuss matters impacting rural housing lenders with an emphasis on lending issues and balancing different requirements under various federal programs. The continued concerns of the lending community surrounding the Section 538 Guaranteed Rural Rental Housing program, including the Subordination Agreement and Deposit Control Agreement (DACA) with HUD/Ginnie Mae, are also on the agenda, as well as increasing the loan to cost percentage; allowing for refinancing; increasing written information and transparency on transactions in the pipeline and monies remaining. Other lending-related issues will be outlined and as will continued concerns with construction costs and operational issues which impact 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.**

**12:00-1:15 p.m.**

## **Welcoming Luncheon**

The luncheon is the official opening of the January meeting. Enjoy your luncheon with colleagues and exhibitors whose companies provide goods and services to the affordable rural housing industry. Representatives from exhibiting companies will give brief presentations on their products and services throughout the luncheon.

**1:15-2:15 p.m.**

## **General Session**

### **Washington News and Report**

With all eyes and ears on the November elections, CARH's Legislative and Regulatory team will breakdown all of the latest proposals from Congress and the Administration. Budget issues will be at the top of the list, as the first deadline for full-year funding for both HUD and RD is January 19, 2024. How will the proposed budget for Fiscal Year 2025 be received given the current environment? Where is Congress in considering solutions to the mortgage maturity issues impacting the rural portfolio? The team will review legislative accomplishments during the last year and look ahead to the Second Session of the 18<sup>th</sup> Congress.



**2:30-5:45 p.m.**

**Committee Meetings Resume**

**2:30-3:30 p.m.**

**Management Committee**

This committee will explore all of the operational issues facing rural housing providers today including rising costs of staff, vendors, insurance and over-all costs associated with buying materials to adequately maintain properties. Discussion of both current and future Rental Assistance (RA) needs will be explored. Management fees were increased in 2023. The agency has indicated that they will again conduct a survey to determine fees for 2024. The committee will review past surveys with an eye to recommending the contents to RD. Other regulatory policies will be reviewed. **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.**

**Networking with Exhibitors**



**3:45-4:45 p.m.**

**Developer and Owner Committee**

This committee will discuss preservation and operations issues facing owners and developers in this ever-changing regulatory and legislative environment. Further discussion of legislative initiatives that would decouple the Section 515 mortgage from the Section 521 program will be an important topic of the agenda. Updates on transfer policies and CARH's recommendations that would streamline the process will be outlined. Current transactions will be explored as operation and construction costs continue to increase, and problems with hiring skilled workers is ongoing. 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. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

**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—Publishing Offices of Garden & Gun Magazine**

CARH is pleased to invite you to a Networking Reception at the publishing offices of *Garden & Gun Magazine*, a national magazine based in Charleston which focuses on the South's culture, food, music, art, literature, and its people and their ideas. Articles cover skeet-shooting, gardens, Southern traditions, land conservation and more. Not just a magazine, *Garden & Gun* is a lifestyle and a gem in a city of treasures!



The name *Garden & Gun* is explained as an inside reference to a popular 1970s Charleston disco called the Garden and Gun Club. It is also explained as a metaphor for the South's land, people, lifestyle, and heritage.

The magazine was created in 2007 and is owned by the Allée Group LLC. The company also produces the *Whole Hog* podcast, several books, the Fieldshop retail store, the Garden & Gun Club restaurant, and about 75 events each year.

[Click here](#) for more information about *Garden & Gun*.

Transportation will be provided to and from the *Garden & Gun Magazine* offices.

**Dinner on Your Own**

Charleston is known for world-class restaurants. We recommend making reservations prior to arrival at the meeting. [Click here](#) to read about Charleston restaurants and to make reservations.





## Tuesday, January 30, 2024

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

### **Registration Open and General Sessions**

**8:00-9:00 a.m.**

#### **Continental Breakfast and Discussion with 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 procedures promulgated by both agencies. Recent initiatives and updates to existing regulations will be explored. This session always sets the stage for stakeholders to ascertain program directions for the new year.

**9:00-10:00 a.m.**

#### **Housing Markets Today-Outlook for Tomorrow**

This topic always evokes a dynamic discussion. This all-star panel will delve into the wide range of issues impacting developers and owners of affordable housing, including the tax credit and bond structures utilized in today's challenging market. Markets will be examined with case studies on deal structuring and underwriting of transactions. Volume cap availability vis-à-vis market conditions, and techniques that can help to increase basis and fill the financing gaps for new construction as well as properties being recapitalized.

**10:00-10:15 a.m.**

#### **Networking with Exhibitors**



**10:15-11:30 a.m.**

#### **Unraveling the Compliance Issues of the Day**

In this jam-packed session, attendees will learn the latest regulatory compliance issues impacting the industry. Regulations implementing the Housing Opportunity Through Modernization Act (HOTMA) was intended to streamline processes and reduce administrative burdens on housing providers. HUD has issued regulations implementing provisions, but delays remain. These delays will be outlined as will how the law will impact properties with Housing Credits, HOME funds and RD. HUD rules on service/support animals will be explored as will several Executive Orders. Hear the latest on income averaging for properties with housing credits.

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

#### **Addressing Year 15—Issues and Options**

There is an expanding group of properties financed through the Housing Credit program that are reaching the end of their initial compliance period, thus "Year-15." Our expert panelists will dive into real-life scenarios and exit strategy options that partners should consider as well as issues that may confront them going forward. Develop long term planning and exit strategies as general partners and investor limited partners confront the complex process. The best long-term strategies not only for the partnership but also the properties will be examined.

**12:30-1:30 p.m.**

#### **Awards Luncheon**

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



**1:30-2:30 p.m.**

#### **General Session**

##### **Addressing the Financing Gaps**

Learn strategies for finding the right financing for transactions as developers and owners continue to find it difficult to make deals pencil out. Join this panel of experts in a candid discussion on how they have addressed transactional budget gaps. Hear about some of the latest resources they are tapping and the strategies they are deploying as other funding programs get tighter and market conditions remain competitive.

**2:30-5:30 p.m.**

#### **Free Time to Enjoy Charleston**

[Click here](#) to discover the beauty, history, shopping, attractions and magic that is Charleston!





5:30-7:00 p.m.

### Networking Reception—William Aiken House



Sweeping ballrooms, lush private grounds, and open-air piazzas make this historic 1807 mansion one of Charleston's most sought-after venues. A seamless blend of 19<sup>th</sup>-century allure and modern sophistication, the William Aiken House welcomes guests into a peaceful retreat just inside its gates on Upper King Street. Formal dining rooms and parlors showcase a collection of museum-caliber artwork and antiques, while a two-century-old magnolia tree is the centerpiece of sunlit courtyards and manicured lawns, an elegant pergola, and a Gothic-style Carriage House.

The Aiken House is an 1807 Federal Adamesque wood-frame house, two stories high, with a two-story porch extending across its southern facade. It is where the South Carolina Canal and Rail Road Company was founded in 1827, with William Aiken, an Irish immigrant, as its first president. Construction of the railroad line took place between 1830 and 1833, marred by the death of Aiken when horses drawing his carriage were frightened by construction-related noises, overturning it, and also by the explosion of the *Best Friend of Charleston*, the first American-made steam locomotive. When it began operation, it had the greatest length of track (136 miles (219 km)) in the world under single management. The William Aiken House is a National Historic Landmark.

For more information, [click here](#).

Transportation will be provided to and from the William Aiken House.

### Dinner on Your Own

Wednesday, January 31, 2024

8:30-9:30 a.m.

### Breakfast with Exhibitors

9:30 a.m.-12:00 p.m.

### General Sessions

9:30-10:30 a.m.

### Physical Inspections—Moving in a New Direction

RD has announced that moving forward, all physical inspections will be handled by a third-party contractor using a new-to-RD inspection protocol, while HUD implemented an entirely new inspection system called NSPIRE for most multifamily inspections. This panel, consisting of the contracting companies that are responsible for implementing the new inspection protocols, will discuss how and why the agencies decided to implement new procedures, how these procedures will impact properties and what owners and developers should know to ensure compliance now and into the future.

10:30-10:45 a.m.

### Networking with Exhibitors

10:45 a.m.-12:00 p.m.

### Preservation of the Section 515 Portfolio—Moving Forward

Explore the opportunities available to owners of Section 515 properties as the loans mature and the properties need recapitalization. This panel will discuss strategies that owners are taking to both preserve these properties within the RD programs as well as after exiting. The panelists will also discuss creative approaches that owners are taking to bring new funding sources to the table.

12:00 p.m.

### Meeting Concludes

\*Dress attire: Business casual for all meetings and receptions

*Thank you for attending the CARH Midyear Meeting! Your presence is what makes these meetings the best in the industry. We wish you safe travels home and look forward to seeing you again at the 2024 CARH Annual Meeting, June 24-26, 2024 in Arlington, Virginia!*  
**Ian Maute, CARH President**

## Featured Speakers



**Honorable Joaquin Altoro\***  
Administrator USDA – Rural Housing  
Service  
Washington, DC

**Ethan Handelman\***  
U.S. Department of Housing and  
Urban Development  
Washington, DC

**Angilla Denton\***  
Deputy Administrator USDA  
Rural Housing Service  
Washington, DC

**Karissa Stiers\***  
Assistant Deputy Administrator  
USDA – Rural Housing Service  
Washington, DC

**BJ Biggio**  
Stifel  
Birmingham, AL

**Kristin Blum**  
Housing Assistance Council (HAC)  
Washington, DC

**Kelly Boyer**  
Rose Community Capital  
Manhattan Beach, CA

**Campbell Brown**  
The Hallmark Companies  
Raleigh, NC

**Kells Carroll**  
Sugar Creek Capital  
Atlanta, GA

**David A. Davenport, Esq.**  
BC Davenport LLC  
Minneapolis, MN

**Paul Falk**  
Tribal One  
Greenwood Village, CO

**Amie Gray**  
Tidwell Group  
Birmingham, AL

**Allison King, Esq.**  
Tiber Hudson  
Charleston, SC

**Ian Maute**  
Buckeye Community Hope Foundation  
Columbus, OH

**Bob Morton**  
Bellwether Enterprise Real Estate  
Capital, LLC  
LaPorte, IN

**Chris Mullen**  
Bonneville Multifamily Capital  
Salt Lake City, UT

**Scott Precourt**  
U.S. Housing Consultants  
Concord, NH

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

**Mike Resnik\***  
USDA-Rural Development  
Washington, DC

**Honorable Tom Reynolds**  
Holland & Knight, LLP  
Washington, DC

**Steve Rosenblatt**  
Spectrum Seminars  
South Portland, ME

**Robert Rozen, Esq.**  
R. Rozen & Associates  
Kiawah Island, SC

**Ryan Sheehy**  
Fleet Development  
Enterprise, OR

**Rebecca Simon, Esq.**  
Nixon Peabody, LLP  
Washington, DC

**Jeff Simpson**  
Tribal One  
Greenwood Village, CO

**Catherine L. Sterba**  
Federal Home Loan Bank of Atlanta  
Atlanta, GA

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

**Robin Wolff**  
Enterprise Community Partners  
Denver, CO

**Andrea Wolford**  
CAHEC Properties Corporation  
Columbia, SC

*\*Invited, but not confirmed*

## REGISTRATION FORM

# Council for Affordable and Rural Housing

## 2024 Midyear Meeting

Monday, January 29 - Wednesday, January 31  
The Charleston Place • Charleston • South Carolina



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

**Company/Organization** \_\_\_\_\_

**Street Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_

**Phone (office)** \_\_\_\_\_ **Phone (cell)** \_\_\_\_\_

**E-mail** \_\_\_\_\_ **Website** \_\_\_\_\_

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

**Attendee dietary restrictions (i.e., gluten-free, dairy-free, vegetarian, etc.)? Please list:**

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 Dec 29	After Dec 29	
<b>Advisory Trustee</b> <i>(first registration free)</i> :			
2 or more attendees (per person)	\$815	\$840	\$
<b>Associate Plus</b> <i>(first registration free)</i> :			
2 or more attendees (per person)	\$865	\$890	\$
<b>Basic Plus Member:</b>			
1 or 2 attendees (per person)	\$915	\$940	\$
3 or more attendees (per person)	\$865	\$890	\$
<b>Associate or Basic Member:</b>			
1 or 2 attendees (per person)	\$965	\$990	\$
3 or more attendees (per person)	\$905	\$930	\$
<b>State Affiliated Assn. Member:</b>			
1 or 2 attendees (per person)	\$1,015	\$1,040	\$
3 or more attendees (per person)	\$965	\$990	\$
<b>Exhibitor's Table + 1 Member Attendee:</b>			
Each additional exhibitor attendee	\$845	\$870	\$
<b>Non-Member:</b>			
1-2 attendees (per person) (non-exhibitor)	\$1,900	\$1,900	\$
3 or more attendees (per person)	\$1,500	\$1,500	\$
Exhibitor's Table + 1 attendee	\$2,600	\$2,600	\$
Each additional exhibitor attendee	\$1,500	\$1,500	\$
<b>Government Employee:</b>			
	\$675	\$700	\$
<b>Additional Guest Registration Fees:</b>			
<b>Monday, January 29 -</b>			
<b>Opening Reception</b>	\$100	\$100	\$
<b>Tuesday, January 30 -</b>			
<b>Networking Reception</b>	\$100	\$100	\$
			<b>TOTAL</b>
			<b>\$</b>

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

### HOTEL INFORMATION

To make your reservation at The Charleston Place call **800-611-5545** and identify yourself as part of the "Council for Affordable and Rural Housing" or "CARH" room block. Or, reserve online at <https://bit.ly/3SjU9aE>. Registrants will receive a special rate of **\$350** per night for single/double occupancy Deluxe Room. To receive this rate, you must make your reservations no later than **Friday, December 29, 2023**. NOTE: If you must cancel your hotel reservation for any reason, please contact CARH first.

Visit [www.CARH.org](http://www.CARH.org) to Become a Meeting Sponsor

### CANCELLATION/REFUND POLICY

**Cancellations must be made via email to [emarecheau@carh.org](mailto:emarecheau@carh.org).** A \$50 cancellation fee will be deducted from refunds for cancellations received by Friday, January 12, 2024. A \$125 cancellation fee will be deducted from refunds for cancellations received after that date. No refunds will be provided for cancellations received after Wednesday, January 24, 2024, or for failure 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:

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*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** \_\_\_\_\_

**Signature (required)** \_\_\_\_\_