



**NORTH CAROLINA
HOUSING
COALITION**

EDUCATING *and* ADVOCATING for CHANGE

ANNUAL HOUSING CONFERENCE



April 5 & 6, 2006
Marriott, Twin City Quarter, Winston-Salem, NC



NORTH CAROLINA
Affordable Housing Conference

North Carolina Housing Coalition

MISSION STATEMENT

The North Carolina Housing Coalition is a private, nonprofit membership organization working for decent, safe and affordable housing that promotes self-determination and stable communities for low-income North Carolinians.

Incorporated in 1988, we are a network of housing and service providers, members of the faith community, civic and elected leaders, representatives of business and industry, and other advocates who believe that housing is a basic human need and the cornerstone of vibrant communities. We lead a campaign for housing to ensure that working families, the elderly and people with special needs may live with dignity and opportunity.

MEMBERSHIP

To support the work of the Housing Coalition, please consider becoming a member if you are not one already. We email our members with weekly updates of Housing News in the state and will be resuming our quarterly newsletters in electronic format.

Low-Income Resident/Student	\$15
Individual	\$35
Small Organization	\$50 (< \$100K budget)
Large Organization	\$100

The Investor Council is a unique group of organizations with a strong affinity to affordable housing who commit to long-term financial support of the Coalition. Their support enables the Housing Coalition to increase communication and collaboration among the private, public and nonprofit sectors.

Sustaining	\$5,000
Benefactor	\$10,000



**NORTH CAROLINA
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North Carolina Affordable Housing Conference Agenda

WEDNESDAY, APRIL 5, 2006

9:00 a.m.

Conference Registration

Refreshments sponsored by: Raymond James Tax Credit Funds, St. Petersburg, FL

10:00 a.m.

N.C. Housing Coalition Board meeting

Refreshments sponsored by: First Bank, Troy

Exhibitor Set-Up

12:00 noon

N.C. Housing Coalition Board Luncheon

Luncheon sponsored by: Wachovia CDC, Charlotte

2:00 p.m.

Welcome and Opening Remarks

2:45 p.m.

Concurrent Sessions

A. "Affordable Housing 101 – Single Family"

- Drew Robinson, Vice President of Homeownership Initiatives, DHIC, Raleigh
- Pat Garrett, President, Charlotte-Mecklenburg Housing Partnership, Charlotte
- Carol Davis, Executive Director, Simon Green Atkins CDC, Winston-Salem

B. "CRA Opportunities – Lending Consortia"

- Barbara VanScoy, Vice President, CRA Fund Advisors, Weston, FL
- Derrick Brown, Vice President, SunTrust CDC, Atlanta, GA
- Brad Frazier, Vice President, CICNC, Raleigh

C. "Green Building and Design"

- David Maurer, Principal, Maurer Architecture, Raleigh
- Brian Coble, Quality Control Technician, Advanced Energy, Raleigh
- Dana Bourland, Program Director, Enterprise Community Investment, Columbia, MD

D. "Marketing – Property Management – Fair Housing"

- Ann Hanson, President, Excel Property Management, Raleigh



- NC Human Relations Committee, Raleigh
- George Hausen, Executive Director, Legal Aid of NC, Inc., Raleigh

E. "Supportive Housing"

- Mary Reca Todd, Team Leader Supportive Housing, NCHFA, Raleigh
- Lane Sarver, President, L. Lane Sarver Inc., Chapel Hill
- Joy Savage, Director of Housing, The Arc of NC, Greensboro

F. "Affordable Housing Industry Update"

- David S. Gasson, Vice President & Director of Corporate Communications, Boston Capital Corporation, Boston, MA
- Chris Estes, Executive Director, North Carolina Housing Coalition, Raleigh

4:30 p.m.

Networking Reception

Sponsored by: SunTrust CDC, Atlanta, GA

6:00 p.m.

Dinner on your own

THURSDAY, APRIL 6, 2006

8:00 a.m.

Registration and Continental Breakfast

Sponsored by: Apollo Housing Capital, Cleveland, OH & First Sterling Financial, Inc., Manhasset, NY

9:00 a.m.

Concurrent Sessions

A. "Single Family Finance – Post Purchase Counseling"

- Mel Ellis, Director of Rural Housing Service, Single Family Housing, USDA, Raleigh
- Richard Ross, Development Associate, The Affordable Housing Group, Charlotte
- Pepper Bego, Housing Specialist, The Affordable Housing Group, Charlotte

B. "Land Use – Local Governments, NIMBY Issues"

- Ed Ellis, Field Office Director, US Department of Housing and Urban Development, Greensboro
- Dan Curry, Deputy Director and Development Manager of Housing and Community Development, City of Greensboro, Greensboro
- Ike Heard, Urban Planner, Heard Systems, Charlotte



C. "Secondary Market Resources"

- Vaughn D. Irons, National Director of Community Development, Freddie Mac, McLean, VA
- Jon Gauthier, Director, North Carolina Partnership Office, Fannie Mae, Washington, DC

D. "Voter Registration – Community Organization"

- Adam Sotak, NC Field Organizer and Public Outreach Coordinator, Democracy North Carolina, Carrboro
- Lara Owensby, Organizer, Industrial Areas Foundation, Raleigh
- Chris Bishop, Industrial Areas Foundation, Charlotte

E. "Affordable Housing 101 – Multifamily"

- Tim Morgan, Vice President, Evergreen Construction, Raleigh
- Cindy Weeks, Manager, Community Investments, Mountain Housing Opportunities, Asheville
- Ben Collins, Development Project Manager, Grubb Properties, Charlotte

F. "Carolina Homeless Information Network"

- Hunter Thompson, Lead Coordinator, CHIN, Raleigh
- Laura McDuffee, Regional Coordinator, CHIN, Raleigh

10:30 a.m.

Coffee-Coke-Phone Break

Sponsored by: Bank of America, Charlotte

10:45 a.m.

Concurrent Sessions

A. "Community Economic Development – Downtown Revitalization Loan Pools Renovation/Rehab"

- Paul Ammerman, Market Manager, CFR, Minneapolis, MN
- DeWayne Anderson, Vice President, Landmark, Winston-Salem

B. "Non-profit Audit Preparation, Grant Writing & Monitoring"

- Andrea Woodell, Principal & CPA, Blackman & Sloop, Chapel Hill
- Tricia Lester, Vice President, NC Center for Non-profits, Raleigh
- Kate Rumely, Executive Director, Brick Capital CDC, Sanford



C. “NCHFA Housing Programs and Products”

- Mark Shelburne, Counsel & Policy Coordinator, NCHFA, Raleigh
- Bob Dunham, Manager of Homeownership Investment, NCHFA, Raleigh
- Tara Peele, State Housing Coordinator, NC Department of Health and Human Services, Raleigh

D. “Equity Resources – Multifamily Development”

- Craig Descalzi, Director of Acquisitions, Raymond James Tax Credit Funds, St. Petersburg, FL
- Dana Boole, President, CAHEC, Raleigh
- Ed Barnett, Vice President & Team Manager, National Equity Fund, Inc. Washington, DC

E. “Rescuing Distressed Properties”

- Richard Zurrow, Vice President, Asset Management, First Sterling Financial, Inc., Manhasset, NY
- Kerry Brewer, Vice President, Greystone, Bethesda, MD
- Susan Westbrook, Senior Asset Manager, NCHFA, Raleigh

F. “Affordable Housing Industry Update”

- David S. Gasson, Vice President & Director of Corporate Communications, Boston Capital Corporation, Boston, MA
- Chris Estes, Executive Director, North Carolina Housing Coalition, Raleigh

12:15 p.m.

Luncheon & N.C. Housing Coalition Annual Membership Meeting, Awards, and Legislative Agenda

Sponsored by: Federal Home Loan Bank of Atlanta, Atlanta, GA

2:00 p.m.

Developers Roundtable

Hosted by David Pressly, President, National Homebuilders Association, Pressly Development, Statesville

2:00 p.m.

N.C. Housing Coalition Roundtable

Hosted by Chris Estes, Executive Director, North Carolina Housing Coalition, Raleigh



Workshop Descriptions

CRA OPPORTUNITIES AND LENDING CONSORTIA

Finding sound CRA opportunities can sometimes be a challenge for banks. In this session, learn about new and innovative ways available for your institution to earn key CRA credit with opportunities that meet both the Investment and Lending tests.

AFFORDABLE HOUSING INDUSTRY UPDATE

This session will offer an update on the political issues affecting affordable housing on both the national and state levels. You definitely do not want to miss this informative session!

SECONDARY MARKET RESOURCES

This session will provide participants with knowledge about secondary sources available to sell loans from both single- and multi-family loan portfolios. Learn about sources available to “re-tread” your loans and free up additional capital to reinvest for CRA credit or for new loans.

COMMUNITY ECONOMIC DEVELOPMENT

Downtown re-development has recently become a hot topic, especially in small NC towns. This session will educate participants about resources available for downtown and community development, as well as provide information on capital sources to fund redevelopment. Hear about some real-life examples in NC.

EQUITY RESOURCES

Determining which tax credit syndicator to use for your low-income development can be a daunting task. This session gives an inside look at tax credit syndication and how to fully evaluate the contract offered. Hear from national syndicators as they explain the process and offer tips.

RESCUING DISTRESSED PROPERTIES

Even the best portfolios have some properties that get “in the ditch.” Join this informative session with some of the industry experts on how to turn around distressed properties and hear about some real-life success stories in NC.

AFFORDABLE HOUSING 101 – SINGLE FAMILY

Find out how some organizations have made single family development work for them and why others have decided that it is too tough to compete with rising land costs.

GREEN BUILDING AND DESIGN

A lot of attention has been paid to “green” or energy efficient housing lately. With rising oil and gas prices, the incentive to look at this design for multifamily is higher than ever.

MARKETING – PROPERTY MANAGEMENT – FAIR HOUSING

Every housing developer or property manager wants to fill their vacancies as soon as possible. Do you understand fair housing law? Come find out how to avoid legal problems when marketing and managing your properties.

SUPPORTIVE HOUSING

The greatest unmet need in housing is also the most difficult housing to develop. The speakers will discuss the current funding sources for supportive housing and what they have done to pull together successful developments.

SINGLE FAMILY FINANCE – POST PURCHASE COUNSELING

A lot of effort and focus is on home buyer education prior to getting families qualified for their first home but very little is done after that. Find out how to include post-purchase counseling in your work with new homeowners and enhance their long-term success.

LAND USE – LOCAL GOVERNMENTS, NIMBY ISSUES

One of the most common barriers to affordable housing is local resistance or local zoning ordinances. Find out what resources are available and how folks have overcome these barriers.

VOTER REGISTRATION – COMMUNITY ORGANIZATION

Many organizations do more than just build housing, they build community capacity. Learn how groups are working in their communities as well as how other non-housing organizations can help with community-building activities like voter registration and voter turnout.

AFFORDABLE HOUSING 101– MULTIFAMILY

So you are thinking about getting into multifamily development. Learn from both for-profits and nonprofits about their experiences with multifamily housing and the Low Income Housing Tax Credit.

NON-PROFIT AUDIT PREPARATION, GRANT WRITING & MONITORING

Nonprofits are under scrutiny like never before. Find out what you need for your next audit as well as your foundation applications and reports.

NCHFA HOUSING PROGRAMS AND PRODUCTS

The NC Housing Finance Agency is the major source of funding for housing development in NC. Learn about what they have to offer and who to call when you have questions.

CAROLINA HOMELESS INFORMATION NETWORK

Every Continuum of Care needs to be a part of an HMIS system to receive HUD funding. Come hear about the effort to establish a statewide Homeless Information Network in NC and how you can join.

Sponsors

WEDNESDAY, APRIL 5, 2006

Registration Refreshments	Raymond James Tax Credit Funds
NCHC Board Meeting Refreshments	First Bank
NCHC Board Luncheon	Wachovia CDC
Networking Reception	SunTrust CDC

THURSDAY, APRIL 6, 2006

Continental Breakfast.....	Apollo Housing Capital, LLC, First Sterling Financial
Morning Coffee-Coke-Phone Break	Bank of America
Luncheon.....	Federal Home Loan Bank of Atlanta

ADDITIONAL SPONSORSHIPS

Conference Bags.....	National Equity Fund
Program Signs.....	Progress Energy
Program Printing.....	Carolina First Bank
Name Badges	Enterprise Community Investment
Water Bottles.....	CAHEC
Candy Tins	RBC Centura

North Carolina Housing Coalition Investor Council Members and Foundations

INVESTOR COUNCIL MEMBERS

- Bank of America
- BB&T
- Federal Home Loan Bank of Atlanta
- NC Housing Finance Agency
- Progress Energy
- RBC Centura
- SunTrust
- Wachovia Bank

FOUNDATIONS

- A. J. Fletcher Foundation
- Z. Smith Reynolds Foundation
- Fannie Mae Foundation

Hotel Information

MARRIOTT HOTEL

In the Twin City Quarter

425 North Cherry Street

Winston-Salem, NC 27101

336-725-3500 main number

877-888-9762 toll free reservations

336-728-4020 facsimile

DIRECTIONS

From Greensboro, Durham, Raleigh:

1. Take I-40 West.
2. Right outside of Greensboro, I-40 will split, take EXIT 206/ Business I-40 into downtown Winston-Salem.
3. Take EXIT 5C/ Cherry Street/ Convention Center.
4. Take a RIGHT off the exit ramp, onto CHERRY STREET.
5. Stay on CHERRY STREET until you reach the hotel at 425 NORTH CHERRY STREET (at the corner of FIFTH and CHERRY)

From Charlotte (I-85):

1. Take I-85 North.
2. Take EXIT 87/ US-52 North.
3. Take US-52 North into downtown Winston-Salem.
4. Take EXIT 110A/ Third, Fourth, Fifth Street.
5. Go to the Fifth St. stoplight and turn LEFT onto FIFTH STREET.
6. Stay on Fifth St. until you reach CHERRY STREET. (You will see the hotel at the corner of FIFTH and CHERRY)

Hotel Reservations: A block of rooms has been reserved for the evening of April 5 at the Marriott Hotel in the Twin City Quarter, Winston-Salem. You may make reservations by calling 877-888-9762. Rooms cost \$130 per night. When making reservations, please identify yourself as attending the North Carolina Affordable Housing Conference. This block of rooms will be released to the general public on March 14. If you plan to arrive after 3 pm, be sure to guarantee your room for late arrival. Parking is available in either the back lot designated for the Hotel or the Parking Garage on Cherry Street. Both means of parking are city owned and cost \$6.00 per car per day. **YOU ARE RESPONSIBLE FOR MAKING YOUR OWN RESERVATIONS.**

North Carolina Affordable Housing Conference Registration Form

Please complete all fields

Name: _____

Call Name: _____

Company: _____

Phone: _____ E-mail: _____

Address: _____

City, State, Zip: _____

Credit Card Number: _____

Expiration Date: _____ Credit Card Type: Visa ___ M/C ___

Name of Cardholder: _____

Signature: _____

Please indicate your workshop preferences:

April 5, 2:45 p.m. A: ___ B: ___ C: ___ D: ___ E: ___ F: ___

April 6, 9:00 a.m. A: ___ B: ___ C: ___ D: ___ E: ___ F: ___

April 6 10:45 a.m. A: ___ B: ___ C: ___ D: ___ E: ___ F: ___

Do you plan to attend the Networking Reception? ___ yes ___ no

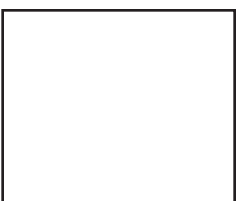
Do you plan to attend the Luncheon? ___ yes ___ no

Payment & Registration: The registration fee for this seminar is \$115 for non NC Housing Coalition members and \$85 for NC Housing Coalition members. Registration and fees must be received by NCHC on or before March 24. For Registrations received after March 24, the fee will be \$125 for non NC Housing Coalition members and \$95 for NC Housing Coalition members. Fees include the conference, all materials, networking reception, continental breakfast and lunch. You may register one of two ways. For online registrations with payment by credit card please go to the www.nchousing.org website. For registration by check please make checks payable to NCHC and mail to 224 S. Dawson Street, Raleigh, NC 27601. Registrations will not be accepted by phone. Due to necessary commitments and expenses, no refunds will be made for any reason after March 24. Should you like to Exhibit, the cost is \$300 for Industry and Government Exhibitors and \$50 for NC Housing Coalition non-profit member Exhibitors.

Confirmation: If you do not receive an e-mail confirmation of your registration, please call NCHC at 919-881-0707 to confirm receipt of your registration.

For additional registrations please reproduce this form. For additional information, please contact CICNC at 800-662-7044 or NC Housing Coalition at 919-881-0707.

NC Housing Coalition
224 S. Dawson Street
Raleigh, NC 27601



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