

NORTH CAROLINA **Affordable Housing Conference**



CICNC



**NORTH CAROLINA
HOUSING
COALITION**

EDUCATING and ADVOCATING for CHANGE



May 8 & 9, 2007

Marriott, Twin City Quarter, Winston-Salem, NC

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 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
- Carolina First Bank
- RBC Centura
- Reznick Group
- SunTrust
- Wachovia Bank

FOUNDATIONS

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

COMMUNITY INVESTMENT CORPORATION OF NORTH CAROLINA

In December of 1990, in an effort to address the shortage of affordable housing in North Carolina, the North Carolina Bankers Association formed Community Investment Corporation of North Carolina (CICNC). CICNC is an affordable housing loan consortium whose purpose is twofold. CICNC provides long term, permanent financing for the development of low-moderate income multifamily and elderly housing in North and South Carolina and administers downtown revitalization loan pools for member banks in specific municipalities in North Carolina.

Financing is available through the consortium for affordable housing developments located in North and South Carolina in rural areas as well as in urban communities. Loan capital is provided by CICNC members (119 financial institutions) utilizing the voluntary loan pool participation process. Membership is open to all financial institutions in North and South Carolina.

CICNC has committed and/or funded financing totaling approximately \$151 million for 184 affordable housing developments, producing over 8,700 units of work force housing. Most were developed under the federal low income housing tax credit program and all were new construction or substantially rehabilitated multifamily or senior developments.

CICNC's staff provides technical assistance to project sponsors, while working in partnership with government agencies in order to achieve the maximum benefit (leverage) from public and private funds designed for affordable housing.

As to lending criteria, both non-profit and for-profit organizations can apply for CICNC financing. To be considered for a loan, at least 51 percent of the units in a project must provide housing for individuals earning no more than 60 percent of the area median income.

In December 2005, CICNC invested in a new loan servicing system, Commercial Servicer through FICS. This investment in technology resulted in greater efficiencies in the core line of business and offered opportunities to expand in other areas. Consortia and loan pools often struggle to operate or exist due to the administration challenges of servicing such loans. With the new loan servicing system, CICNC now offers loan servicing to outside organizations for a reasonable fee.

In 2005, CICNC entered into an agreement with the Town of Rocky Mount and Rocky Mount area banks to administer the newly formed \$2.4 million Downtown Revitalization Loan Pool. The rate, term and conditions will vary greatly between organizations. If your city or town is interested in creating a pool for downtown revitalization, please let us know.

NORTH CAROLINA AFFORDABLE HOUSING CONFERENCE AGENDA

TUESDAY, MAY 8, 2007

- 9:00 a.m. **Conference Registration & Refreshments**
Refreshments sponsored by: Carolina Bank, Greensboro
- Exhibitor Set-Up**
- Salem Room **N.C. Housing Coalition Board meeting**
Refreshments sponsored by: Carolina First Bank,
Greenville, SC
- 10:00 a.m. **Welcome and Opening Remarks**
- 10:45 a.m. **Concurrent Sessions**
- A. Affordable Housing Industry Update**
- Bonnie Caldwell, Sr. Policy Advisor, National Low Income Housing Coalition, Washington, D.C.
 - Chris Estes, Executive Director, N.C. Housing Coalition, Raleigh
 - David S. Gasson, Vice President & Director of Corporate Communications, Boston Capital Corporation, Boston, MA
- B. Healthy Homes in NC**
- Beth McKee Huger, Executive Director, Greensboro Housing Coalition, Greensboro
 - Wilmena Cannon, Healthy Homes Organizer, Greensboro Housing Coalition, Greensboro
 - David Chenowith, Research Consultant
- C. Disaster Recovery**
- Deborah Brown, Vice President, Rutherford Insurance Group Virginia Beach, VA
- D. CRA Update from the Examiners—OCC, FDIC**
- Karol Klim, District Community Affairs Officer, Office of the Comptroller of the Currency, Atlanta, GA
 - John Meeks, Community Affairs Specialist, Federal Deposit Insurance Corporation, Raleigh
- 12:15 p.m. **Buffet Lunch & Networking**
Sponsored by: Southern Bank & Trust, Mount Olive
- 1:30 p.m. **Concurrent Sessions**
- A. Affordable Housing 101—Multifamily**
- Pat Thomson, Director, National Development Council, Brevard
- B. Housing 400 Initiative**
- Julia Bick, NC HHS, Division of DD/SA/MH, Raleigh
 - Glen Silver, NC HHS, Division of DD/SA/MH, Raleigh
 - Mark Shelburne, Counsel & Policy Coordinator, NCHFA, Raleigh
 - Mary Rea Todd, Team Leader Supportive Housing, NCHFA Raleigh

**C. N.C. Property Tax Legislation Debate—
Models, S.C. – Georgia**

- Todd Brockmann, Attorney, The Brockmann Law Firm, P.C. Charlotte
- Rhett Holmes, President, Ambling Development Co., Atlanta, GA

D. What's New at the Federal Home Loan Bank of Atlanta and Freddie Mac

- Celeste Snow, Senior Community Investment Specialist, Federal Home Loan Bank, Atlanta, GA
- Vaughn D. Irons, National Director of Community Development Freddie Mac, McLean, VA

3:00 p.m.

**Coffee/Coke/Phone Break
Sponsored by: Raymond James Tax Credit Funds**

3:15 p.m.

Concurrent Sessions

A. Affordable Housing 101—Single Family

- Mel Ellis, Director of Rural Housing Services, Single Family Housing USDA, Raleigh
- Mary Ellen Taylor, Associate Director of Field Ops, State Support Organizations, Habitat for Humanity International, Apex
- Shondra Tanner, Production Manager, Self-Help, Durham

B. Tax Credits 101—A-Z on Federal Low Income Housing Tax Credits

- Molly Bryson, Attorney, Nixon Peabody, Washington, DC

C. Green Building & Affordable Housing Development

- Bryan Coble, Advanced Energy
- Bob Dunham, Manager of Home Ownership Investment NCHFA, Raleigh
- Bill Duncan, Senior Program Director, Enterprise Community Partners, Baltimore, MD

D. Bond Financing

- Sean Cullen, Director, RBC Capital Markets, New York, NY

4:45 p.m.
Hearn Foyer

**Networking Reception
Sponsored by: CICNC, Raleigh**

6:00 p.m.

**Hospitality Suite
Sponsored by: Freddie Mac, McLean, VA**

Dinner on your own

WEDNESDAY, MAY 9, 2007

8:00 a.m.

**Registration and Continental Breakfast
Sponsored by: Bank of America, Charlotte**

9:00 a.m.

Concurrent Sessions

A. NCHFA Housing Programs and Products

- Bill Dowse, Director of Strategic Investment, NCHFA, Raleigh
- Sharon Drewyor, Director of Homeownership Lending, NCHFA Raleigh
- Scott Farmer, Director of Rental Investment, NCHFA, Raleigh

B. Asheville's Responses to Affordable Housing

- Charlotte Caplan, Community Development Director, City of Asheville
- Scott Dedman, Executive Director, Mountain Housing Opportunities, Asheville
- Richard Stiles, Board Chair, Neighborhood Housing Services Asheville

C. Housing Counseling in North Carolina:

A Roundtable Discussion

- Jackie Walton, N.C. Association of Housing Counselors, Raleigh
- Keir Morton, Program Development Officer, Strategic Investment, NCHFA, Raleigh
- Al Ripley, N.C. Justice Center, Raleigh

D. Secondary Market Resources

- D. Edward Greene, Managing Director, Greystone Servicing Corp., Inc., Bethesda, MD
- Mary Tingerthal, Vice President/Chief Credit Officer, Community Reinvestment Fund, Minneapolis, MN
- Deborah Momsen-Hudson, Vice President, Self-Help, Durham

10:30 a.m.

Coffee-Coke-Phone Break

Sponsored by: First Bank, Troy

10:45 a.m.

Concurrent Sessions

A. Redevelopment & Land Banking

- Evan Covington-Chaves, Residential Development Director Self-Help, Durham

B. Developer Roundtable

- Danny Ellis, President, GEM Management, Charlotte
- Gregg Warren, Executive Director, DHIC, Raleigh
- Chris Estes, Executive Director, N.C. Housing Coalition, Raleigh

C. Downtown Revitalization Loan Pools—New Markets Tax Credits

- Pat Thomson, Director, National Development Council, Brevard
- Mike Bryant, Executive Vice President, Southern Bank & Trust Rocky Mount
- Steve Saltzman, Self-Help, Durham

D. Foreclosure Prevention & Predatory Lending

- Ellen Schlomer, Center for Responsible Lending, Durham
- Hazel Mack Hilliard, Legal Aid, Raleigh
- Carlene McNulty, N.C. Justice Center/Legal Services, Raleigh
- Aileen Hester, Team Leader-Mortgage Loan Servicing, NCHFA Raleigh

12:15 p.m.
Gaines Ballroom

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

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



Workshop Descriptions

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!

HEALTHY HOMES IN NC

The Greensboro Housing Coalition has been a leader in highlighting the problem of unhealthy housing in their community and has worked closely with their local government to create a program of rehab and preservation of these properties. Just completed NC-based research sponsored by the NC Housing Coalition on the economic costs of unhealthy housing will be presented.

DISASTER RECOVERY

Hear from insurance industry experts that specialize in property and casualty insurance on disaster recovery programs for your bank and for your housing development.

CRA UPDATE FROM THE EXAMINERS

Get the latest information from the FDIC and OCC on CRA Regulations.

AFFORDABLE HOUSING 101—MULTIFAMILY

So you are thinking about getting into multifamily development. Learn from one of the nation's leading experts on how to put together a multifamily housing development using the Low Income Housing Tax Credit and other subsidies.

HOUSING 400 INITIATIVE

Last year the General Assembly awarded \$10 million to the Housing Trust Fund to produce 400 units of rental housing targeting those at SSI-level incomes. They also awarded NC HHS \$1.2 million in operating subsidy to ensure these units are affordable for folks at these income levels. Come hear how the program was launched and give input into what changes are needed for the next round of funding under consideration.

N.C. PROPERTY TAX LEGISLATION DEBATE

This panel is a must for all tax credit developers. Come and share ideas and hear how South Carolina and Georgia were able to get legislation passed that has reduced property taxes on their tax credit communities.

WHAT'S NEW FROM THE FEDERAL HOME LOAN BANK OF ATLANTA AND FREDDIE MAC

Hear about the new programs and products at the Federal Home Loan Bank of Atlanta and Freddie Mac.

AFFORDABLE HOUSING 101—SINGLE FAMILY

Get the skinny on the USDA's, Habitat's, and Self-Help's programs and how you can put them to use in your community.

TAX CREDITS 101 A-Z ON THE FEDERAL LOW INCOME HOUSING TAX CREDIT PROGRAM

Nixon Peabody, a well respected expert in the federal tax credit field, will give an A-Z on how federal low income housing tax credits work.

GREEN BUILDING AND AFFORDABLE HOUSING DEVELOPMENT

Learn what constitutes “green” building and, more importantly, what resources are available to help offset the costs of the long-term beneficial improvements to affordable housing.

BOND FINANCING

What do you know about bond financing? This session will break down the dynamics of bond financing and help you obtain a greater understanding of these complicated transactions.

NCHFA HOUSING PROGRAMS AND PRODUCTS

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

ASHEVILLE’S RESPONSES TO AFFORDABLE HOUSING

Come hear about Asheville’s approaches to affordable housing needs from city staff and area nonprofits.

HOUSING COUNSELING: A ROUNDTABLE DISCUSSION

With the foreclosure rate at an all-time high, people are looking to housing counselors as part of the solution. How should the housing counseling community respond? What is needed to have a high quality network of counselors across the state? Come be a part of this roundtable discussion about these important issues on the future of housing counseling.

SECONDARY MARKET RESOURCES

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

REDEVELOPMENT & LAND BANKING

Self Help is a proven leader in redevelopment of infill land areas. Hear how to put together a plan for your City/Town.

DEVELOPER ROUNDTABLE

Join area developers as they discuss the pros and cons of affordable housing in North Carolina.

DOWNTOWN REVITALIZATION LOAN POOLS—NEW MARKETS TAX CREDITS

Area bankers, lending consortia, and a national non-profit will discuss downtown revitalization and how new markets tax credits can be used to help finance your purchase and renovation of an existing building in your downtown area.



PREDATORY LENDING & FORECLOSURE PREVENTION

North Carolina’s foreclosure rate is at an all time high and predatory lending is having a significant impact. Authors from the Center for Responsible Lending will discuss their research on foreclosure issues and advocates will discuss state legislative opportunities for you to support.

Sponsors

TUESDAY, MAY 8, 2007

Registration Refreshments	Carolina Bank
NCHC Board Meeting Refreshments	Carolina First Bank
Buffet Lunch & Networking	Southern Bank & Trust
Coffee/Coke/Phone Break	Raymond James Tax Credit Funds
Networking Reception	CICNC
Hospitality Suite.....	Freddie Mac

WEDNESDAY, MAY 9, 2007

Continental Breakfast.....	Bank of America
Coffee/Coke/Phone Break	First Bank
Luncheon.....	Federal Home Loan Bank of Atlanta

ADDITIONAL SPONSORSHIPS

Name Badges	RBC Centura
Conference Brochures	Progress Energy
Water Bottles.....	CAHEC
Water Bottles.....	Greystone Servicing Corp.
Candy Tins	Regions Bank
Pens	Apollo Housing Capital
Notepads	Port City Capital Bank
Parking	BB&T
Business Card Holders	SunTrust CDC

Exhibitors

Reznick Group, P.C., Charlotte



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 May 8 at the Marriott Hotel in the Twin City Quarter, Winston-Salem. You may make reservations by calling 877-888-9762. Rooms cost \$119 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 April 16. 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. Parking vouchers can be obtained at the registration desk. **YOU ARE RESPONSIBLE FOR MAKING YOUR OWN RESERVATIONS.**

Registration Form

Please complete all fields. Mail with payment or register online at www.nchousing.org.

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:

May 8, 10:45 a.m. A: ___ B: ___ C: ___ D: ___

May 8, 1:30 p.m. A: ___ B: ___ C: ___ D: ___

May 8, 3:15 p.m. A: ___ B: ___ C: ___ D: ___

May 9, 9:00 a.m. A: ___ B: ___ C: ___ D: ___

May 9, 10:45 a.m. A: ___ B: ___ C: ___ D: ___

Do you plan to attend the Buffet Lunch on May 8? ___ yes ___ no

Do you plan to attend the Networking Reception on May 8? ___ yes ___ no

Do you plan to attend the Luncheon on May 9? ___ yes ___ no

Do you need a vegetarian meal? ___ yes ___ no

Payment & Registration: The registration fee for this seminar is \$90 for NC Housing Coalition members and \$110 for non NC Housing Coalition members. **Registration and fees must be received by NCHC on or before April 20.** For registrations received after April 20, the fee will be \$110 for NC Housing Coalition members and \$130 for non NC Housing Coalition members. Fees include the conference, all materials, buffet lunch on May 8, networking reception, continental breakfast, breaks, and lunch on May 9. 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 April 20. Should you like to Exhibit, the cost will be \$100 for NC Housing Coalition member non-profits and \$300 for everyone else.

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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