

2018 Affordable Housing and Community Development Conference

September 24-26, 2018

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Track 1: Homeless Housing

One of the longstanding challenges of developing housing for homeless families or individuals has been the difficulty in making projects work financially on marginal rents, while addressing the health, mental, social, and other needs of populations that often carry multiple diagnoses. The ESSHI program has been providing a solution to those concerns, and creative use of ESSHI is even opening up new opportunities to finance supportive housing development outside of the traditional competitive grant cycles.

Rural Supportive Housing Works! [1:30-3:00 PM]

The Empire State Supportive Housing Program is entering its third year of providing robust operating and services funding. There are several examples of rural projects under construction as well as currently-operating Supportive Housing programs in rural parts of the state, including Kingston, Dundee, and Malone. This workshop will explore the sources of capital available to develop rural Supportive Housing, as well as the collaborations and service provider partnerships needed for success.

ESSHI Backed Mortgages [3:15-5:00 PM]

In the world of grant-funded affordable housing development, sometimes it is easy to forget that debt-backed finance may be a feasible option for building your Supportive Housing project. This workshop will explore the strategy of leveraging a long term commitment of ESSHI funds into mortgage financing to build your affordable housing.

Special Policy Discussion

Neighborhood Homes Investment Act [3:15-5:00 PM]

A proposal for national legislation to create a tax credit financing tool for single--family housing, as powerful as Low--Income Housing Tax Credit (LIHTC), to help transform neighborhoods across the country. This new financing tool will not only drive much- needed resources to investment--starved communities, but it will also enlarge and elevate the nascent affordable-, single--family- housing- development industry that was catalyzed by events like Hurricane Katrina and the mortgage foreclosure crisis. Learn more about this proposed legislation, and provide input on how it can best be used to serve your community's needs.

Presenter: Carey Shea, NHIA Coalition

Offsite Tour: The NYSWDA Training Center, East Syracuse, NY [2:00 -5:00 PM]

Weatherization professionals in New York are blessed to have access to a state of the art training facility developed by the New York State Weatherization Directors Association. If you have a passing familiarity with the energy audit process, this is your opportunity to learn how that magic happens. The tour is limited to 54 persons, and prior registration is required.

September 25, 2018

Track 2: *Housing Rehabilitation*

The success of any housing rehab program depends on the hard work and commitment of the staff that goes on site to inspect the home to be repaired, prepares the rehab worksopes, negotiates the construction contracts, oversees the workmanship and inspects the project for satisfactory completion, all the while managing the difficult relationships between homeowners and contractors. It's not an easy job, and it has changed over the years. This track is designed for rehab coordinators, and the administrators that oversee their work.

Best Practices in Housing Rehabilitation Management [9:00-10:30 AM]

Housing rehabilitation specialists fill an important role in the housing redevelopment process. They serve as facilitators between the Local Program Administrator (LPA), contractors, and the homeowner to ensure the health, safety, code compliance, energy efficiency, sustainability, and affordability of 1-4 bedroom family dwellings. this session provides an overview of the housing rehabilitation process, including standards of practice and training.

Tier 2 Without Tears [11:00 AM – 12:30 PM]

Running a home repair program within a two year timeframe can be challenging and stressful. Having projects bog down in the pre-construction/approvals phase can be maddening. The environmental review process is a classic bottleneck for many rehab programs, and it doesn't help that the terminology can be very confusing. This session will help you understand the background of the environmental review process so that you understand how to submit your paperwork for approval in as efficient a format as possible. In addition, the workshop will provide an overview of Tier 2 best practices.

Stress Management for Housing Rehab Coordinators [2:30-4:00 PM]

By their very nature, housing rehabilitation coordinators are caught in the middle, between the interests of the homeowner and the contractor- a relationship that can easily become contentious. Couple that with regulatory compliance, limited contractor pools, code enforcement surprises, and meeting MWBE goals, and a rehab coordinator can't be blamed for buying antacids in bulk. How do you practice self care? How can you bring balance back to your job?

Inspecting Mobile and Manufactured Housing [4:15-5:45 PM]

Mobile homes remain a significant portion of rural New York's housing stock, and many older units require repairs. A mobile or manufactured housing unit is constructed quite differently than traditional homes. As a consequence, if you do not know what you are looking for, or where to find it, your inspection may overlook some critical issues. This session will provide practical tips for how to approach the inspection of a MH unit to make sure that you find the source of the problems, as well as spec the repairs correctly.

Track 3: Nonprofit Leadership Issues

Being in charge can be extremely stressful. This track focuses on some of the things that trip up the most well-meaning non-profit executive.

Planning For Budget Shortfalls [9:00 AM – 10:30 PM]

No one is perfect at predicting the future, and every budget eventually requires modification. Bids come in higher than expected, while anticipated funding disappears, or comes in late. What are the effective cash management strategies for keeping your organization afloat, filling the funding gaps, and bridging periods of tight cash flow? This workshop will cover techniques of proper cash flow planning, building reserve accounts, and creation of emergency systems for filling the holes.

HR: It's More Than Just A Compliance Poster [11:00 AM– 12:30 PM]

Human resources management may be one of the biggest headaches of business leadership. The laws are complex, and the penalties painful. And the world is changing as telecommuting creates a whole new class of Human Resources concerns, including accountability, sharing of work on joint projects and other issues. What are the practical, effective and legal staff management techniques that you need to be aware of when managing your staff in our brave new world?

Executive Directors In The Real World [4:15-5:45 PM]

Running a nonprofit agency is not for the faint of heart. It's not all glamorous board meetings and galas. There are toilets to be unclogged, 990s to sign, funds to be raised, and staff. Yeah, just staff. Sigh. This session is designed to help you develop a thick skin and a sense of humor.

Coffee Talk: 10:30-11:00 AM

Nonprofit Insurance Legislation at the Federal Level.

Current federal law limits the ability of nonprofit insurers to directly issue property coverage to nonprofit agencies that own and manage real estate. Ongoing efforts in Washington, DC hope to change that and open up the savings opportunities of nonprofit insurers to nonprofit housing owners.

Track 4: Management Landmines

Sometimes, you don't get a heads up about policy changes, new expectations, or basic reporting requirements before they go into effect. We found a couple of recent policy changes that can make management of rental apartments a challenge.

Re-Entry of Convicted Persons [9:00-10:30 AM]

Some county officials are looking at affordable housing as an alternative to construction of expensive new jail facilities. In other neighborhoods, housing designed for persons re-integrating into the community are providing opportunities to rebuild relationships and strengthen communities moving forward. This workshop will explore issues related to housing for persons re-entering the community from the criminal justice system.

VAWA: The Violence Against Women Act [11:00 AM – 12:30 PM]

The Violence Against Women Act imposes some very specific management requirements on managers and owners of rental housing covered by regulatory agreements. These requirements are designed to ensure that women facing abusive living situations can move from those homes to safe units. This workshop will review manager responsibilities under the Act.

Luncheon 12:45 – 2:15 PM: Join us for a delicious luncheon and featured speaker, Lynne Patton, Administrator of the New York Regional Office of HUD.

Track 5: Community Revitalization

Upstate New York communities have been in economic decline for well over a generation, so it will take a lot of hard work and creativity to counter the inertia, disinvestment and dust that have left so many of our once proud communities questioning their relevance in the 21st Century.

Community Identity as an Economic Development Tool [2:30-4:00 PM]

Every community has something that makes it unique – its history, its people, their traditions and way of life. These elements contribute to the formation of your community identity, which can be a source of pride, nostalgia, intrigue, and excitement. This presentation will explore opportunities to leverage your community's greatest asset, its identity, as a means of promoting community revitalization and economic development. Attendees will learn about how local projects that foster stewardship of your community's natural and cultural heritage, can provide for sustainable economic growth. Details will be provided about regional initiatives as well as federal and state funding sources.

Track 6: Project Development: More Than Just Groundbreakings

Why is it that the Photo Op of a bunch of local officials with hardhats and shovels are the only visuals we see of new development projects until the ribbon cutting? Why aren't there photos of the third iteration of closing documents coming out of the printer; or managers re-certifying tenants whose income has changed; or tax credit file monitoring reviews? There are some parts of housing that just aren't sexy.

Construction Finance 101 [9:00-10:30 AM]

What is a construction loan, and why is it so expensive? This workshop will cover the basics of construction financing, including how a construction loan is underwritten, the risks associated with construction loans, and tips for how to secure the best rate and terms from your construction lender.

Negotiating PILOT Agreements [11:00 AM- 12:30 PM]

Assessors can make or break the financial viability of an affordable rental housing complex. Tax assessments based on the construction or development cost of a project will inevitably overtax units, making it impossible to support subordinate financing or building proper reserves. Tools such as the 581a provision and Payments In Lieu Of Taxes agreements are tools that affordable housing developers can use to bring the tax bill to a more reasonable level that is predictable for the long term.

Purchase/Redevelopment Of Expiring 515 Projects [2:30 – 4:00 PM]

Since the 1980s, the USDA Section 515 program has financed a large portfolio of affordable rental housing projects in rural New York. These were developed both by non-profit housing agencies and private developers. Many of these privately-held projects now have mortgages that are either maturing or eligible for pre-payment, which means that in some cases, the apartments will no longer be affordable to the current tenants. This workshop will explore how your agency can step in to purchase at-risk 515 projects, protecting the tenants and helping to build your management portfolio.

Dissolution of Limited Partnerships [4:15-5:45 PM]

All good things come to an end. Is it necessary to keep your limited partnership in existence forever? When the 15 year tax credit regulatory period expires, how do you eliminate that extra layer of business to streamline the operation of your agency?

Track 7: Energy Efficiency

Out of control heating and energy costs can destroy a family budget, resulting in bankruptcy, foreclosure, or eviction. Making affordable housing as energy-efficient as possible is the best way to control budget volatility and make housing costs affordable.

Retrofit NY [9:00 – 10:30 AM]

As part of its RetrofitNY initiative, NYSERDA commissioned six innovative design-build teams to develop retrofit solutions that approach or achieve net zero energy performance for six affordable housing multifamily buildings throughout New York State. This workshop will update attendees on program progress, the successes of the European model that inspired it, preview the solutions being developed, and discuss its benefits for the Rural Development portfolio as the program reaches scale. We will outline upcoming solicitations and funding opportunities in 2019 and invite input from attendees about such critical points as resident engagement, utility allowance strategies and financing projects through energy and operational savings.

USDA Section 538 and Energy Efficiency Programs [11:00 AM -12:30 PM]

USDA has built several Farm labor and Section 538 projects which have been awarded the net zero Leed designations, many of these projects have received National Recognition. Our programs allow for the financing of such retrofitting as long as the project can support the debt.

Manufactured Housing: Energy Conservation And Consumer Rights Update [2:30-4:00 PM]

This workshop will discuss the Federal Government's initiatives to lower manufactured homes energy efficiency standards, and PULP's new consumer rights publication for manufactured home owners and tenants.

Safe and Efficient Homes: The Rochester Experience [4:15-5:45 PM]

Collaboration is in the air in Rochester, with a goal of doing more than just rehabbing the housing stock. Multiple agencies focused on health, energy conservation, as well as housing are working together to ensure that renovated homes are high quality and support healthy residents. . This workshop will share how, working together, these agencies are achieving greater, measurable positive outcomes.

Networking Reception [6:00 -7:00 PM]

Banquet and Keynote Presentation 7:00 – 9:00 PM: Our evening will conclude with a banquet and keynote presentation. Join your friends at 6:00 PM at a reception for convivial talk. Our keynote will be delivered by Ruth Ann Norton, CEO of Green and Healthy Homes Initiative.

September 26, 2018

Track 8: AHC and SONYMA Roundtables

Now housed with the umbrella of NYS Homes and Community Renewal, the programs of the Housing Finance Agency are strong complements to federal programs used by housing agencies across New York.

AHC Programs For First Time Homebuyers And Owner-Occupied Rehab [9:00-10:30 AM]

Over the years, Advocates have encouraged policy makers and state officials to make modifications to the AHC program to make it more user-friendly, and to mesh efficiently with federal resources such as CDBG and HOME. How is it working for you? Are there further modifications needed?

SONYMA's Suite of Home Ownership Products [11:00 AM-12:30 PM]

In many rural communities, small scale housing projects make sense to avoid overwhelming the local real estate market. How can we improve access to this financing tool in markets where there is a need to build new home ownership opportunities for lower income families?

Coffee Talk: 10:30- 11:00 AM**The Affordable Housing Program (AHP) of the Federal Home Loan Bank**

The Federal Home Loan Banks across the US have been working with their regulator, the Federal Housing Finance Agency, on proposed changes to rules governing the operation of the AHP. Learn more about the potential changes to the program to prepare yourself for future application rounds.

Track 9: Mobile and Manufactured Housing Roundtables

Mobile and Manufactured housing represents a huge portion of the housing stock in New York State, particularly in rural areas upstate. These two roundtables will focus on the issues that housing agencies face when serving residents of mobile and manufactured housing. Join the

conversation with your colleagues and policy-makers to find the fixes that are needed to improve the lives of many rural New Yorkers.

**Brainstorming Manufactured Housing Solutions 1:
Park Residents [9:00-10:30 AM]**

Residents of manufactured home communities exist in a state of legal limbo, owning a major asset, but not the land underneath, limited by law in some cases so that they can not move their units, unable to access many standard housing rehab programs because traditional liens don't work. So, what does work, what regulations are barriers that need to be changed, what tools are we overlooking?

**Brainstorming Manufactured Housing Solutions 2:
Individually-Owned Units [11:00 AM-12:30 PM]**

Residents of scattered site mobile and manufactured housing have been on the policy radar for a number of years now. Repair and replacement programs have been springing up around the state to address condition issues. What else can we do with these strategies to get the maximum bang for the State's investment in the rural mobile and manufactured home stock?

Closing Luncheon 12:30-2:00 PM: The Conference will conclude with lunch and a presentation by NYS Senate Housing Committee Chair Betty Little.

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