

Truth or Consequences

3RD ANNUAL ASSET MANAGEMENT PROFESSIONAL'S CONFERENCE

THE
CONSORTIUM
FOR HOUSING
AND ASSET
MANAGEMENT

p r e s e n t s

Truth or Consequences

3RD ANNUAL
ASSET MANAGEMENT
PROFESSIONAL'S
CONFERENCE

DECEMBER 6-7, 2002
THE WYNDHAM HOTELS
AND RESORTS
WASHINGTON, D.C.

Truth or Consequences

O IN THE GAME SHOW TRUTH OR CONSEQUENCES, CONTESTANTS WERE ASKED A TRICK QUESTION WHICH THEY ALMOST INVARIABLY FAILED TO ANSWER CORRECTLY. IF THEY ANSWERED INCORRECTLY, OR FAILED TO COME UP WITH ANY ANSWER IN A SHORT TIME, BEULAH THE BUZZER WENT OFF THE EMCEE THEN TOLD THEM THAT SINCE THEY HAD FAILED TO TELL THE TRUTH, THEY WOULD HAVE TO PAY THE CONSEQUENCES.

HAVE YOU EVER FELT THAT BEULAH THE BUZZER WOULD SOUND IF YOU WERE NOT COMPLETELY HONEST WITH YOURSELF AND OTHERS ABOUT PROJECT PERFORMANCE?

THE THEME OF THIS YEAR'S CONFERENCE IS ENTITLED "TRUTH OR CONSEQUENCES." AS ASSET MANAGERS WE ARE CONSTANTLY CHALLENGED BY THE TRUTH OF OUR ACTIONS WHILE BALANCING THE CHOICES MADE BY NUMEROUS STAKEHOLDERS. THE DECISIONS MADE BY UNDERWRITERS, NONPROFIT DEVELOPERS, BUILDING MANAGERS, MAINTENANCE SUPERVISORS, CITY AGENCIES AND RESIDENTS HAVE SERIOUS IMPLICATIONS FOR OUR ORGANIZATIONS. WE CAN SEE THE CUMULATIVE EFFECT OF ALL THESE DECISIONS IN OUR PERFORMANCE ASSESSMENTS. WE NOTICE WHEN NOI HAS DECREASED, THERE IS DEFERRED MAINTENANCE OR APARTMENTS HAVE BEEN VACANT TOO LONG; IT IS OUR ABILITY AS SKILLED ASSET MANAGERS TO RESPOND ACTIVELY TO THE TRUTH OF THESE FINDINGS, WHICH ULTIMATELY DETERMINE THE CONSEQUENCES FOR OUR ORGANIZATIONS.

THIS YEAR, THE ASSET MANAGEMENT CONFERENCE AGENDA IS DEVOTED TO CONFRONTING BOTH THE ASPECTS OF TRUTH — AS SEEN THROUGH OUR OBSERVATIONS OF PORTFOLIO PERFORMANCE AND THE CONSEQUENCES OF OUR ACTIONS IN KEEPING WITH THE ASSET MANAGEMENT FUNCTION TO GUIDE AND SUSTAIN THE HEALTH OF OUR PORTFOLIOS.

CHAM

The CHAM Network is a national alliance of housing and asset management professionals working to expand the capacity of community based organizations that own and manage affordable housing.



THE ENTERPRISE FOUNDATION

the sponsors

THE CONSORTIUM FOR HOUSING AND ASSET MANAGEMENT (CHAM)

A national, nonprofit organization established by three leaders in the fields of nonprofit affordable housing production and community development — The Enterprise Foundation, the Local Initiatives Support Corporation, and the Neighborhood Reinvestment Corporation — CHAM's mission is to expand the capacity of community-based organizations and others working in the nonprofit housing industry to responsibly own and professionally manage affordable housing.

www.cham.org

LOCAL INITIATIVES SUPPORT CORPORATION (LISC)

LISC's long-term commitment to assist CDC's in their hard work to convert distressed neighborhoods into vigorous communities has accomplished immeasurable success and has encouraged progressive change nationwide. It has been LISC's belief that CDC's are the exceptional intermediaries to reach this continuing goal and promote positive community change for the growth of low to moderate-income areas. By accumulating private-sector resources and extending financial and technical support to CDC's, LISC makes it possible for residents to establish their own precedence and set the course of community restoration.

www.liscnet.org

THE ENTERPRISE FOUNDATION

The Enterprise Foundation rebuilds communities. Working with partners, Enterprise provides low-income people with affordable housing, safer streets and access to jobs and child care. We have a national network of 1,900 community-based organizations, public housing authorities and Native American tribes in more than 700 locations. Enterprise has raised and committed more than \$3.5 billion in equity, loans and grants to help build or renovate more than 120,000 homes for low-income people. Launched by Jim and Patty Rouse in 1982, The Enterprise Foundation is building America one community at a time.

www.enterprisefoundation.org

NEIGHBORHOOD REINVESTMENT CORPORATION

Building on more than 20 years of experience, the Neighborhood Reinvestment Corporation works with residents, government, and business leaders to develop strong partnerships that revitalize America's urban and rural communities and make housing affordable. These partnership organizations, comprising the NeighborWorks® network, are active in over 1500 communities. As a powerful complement to the network's ongoing revitalization efforts and as a strategy for reaching out to the entire community development industry, the Neighborhood Reinvestment Training Institute and its education programs and materials are central to the Corporation's mission.

www.nw.org

Truth or Consequences

DAY ONE

FRIDAY, DECEMBER 7

7:30 to 9:00

CONTINENTAL BREAKFAST AND REGISTRATION

WELCOME AND INTRODUCTIONS (1hr)

Sally welcomes the group

Sponsor speaks and welcomes group

We facilitate icebreaker into exercise (TBD)

10:00 to 10:15

BREAK

10:15 to 11:30

PLENARY SESSION (1 hr ?)

NEF and ESIC: The State of the LIHTC Portfolio

Moderator: Lisa Deller

Presenters: John Boardman, Ed Stone

11:30 to 12:15

A DAY IN THE LIFE OF AN ASSET MANAGER

(45 min.) (Maia Gutierrez)

12:15 to 1:45

LUNCHEON: KEYNOTE SPEAKER

1:45 to 2:45

CONCURRENT SESSIONS (1 ? hrs.)

Incentives: How to Improve Performance with Property Management and Staff Incentives

Moderator: Harold Nassou

Presenter: Anker Hoegaard

Preservation Issues for Asset Managers

Moderator: Lisa Deller

Presenter: Vince O'Donnell

2:45 to 3:00

BREAK

3:00 to 4:00

CONCURRENT SESSIONS (1hr ?)

Planning for Results:

The Asset Management Plan

(Moderator: David Fromm

Presenter: ??)

Physical Plant (TBD)

Moderator: Sally Digges

Presenter: ??

5:00 to 7:00

RECEPTION: KEYNOTE SPEAKER

(Enterprise Foundation)

7:30 to 11:00

CHAM DINNER

DAY TWO

SATURDAY, DECEMBER 8

7:30 to 9:00

CONTINENTAL BREAKFAST

9:00 to 10:30

CONCURRENT SESSIONS (1 ? hr)

Networking Session

10:30 to 10:45

BREAK

10:45 to 12:15

CONCURRENT SESSIONS (1 ? hr)

The Nuances of the Relationship with HFAs

Moderator: David Fromm

Presenter: ??

The Asset Management Committee

Moderator: Harold Nassou

Presenter: Bob Stone

12:15 to 2:00

LUNCH ON YOUR OWN

2:00 to 3:30

CONCURRENT SESSIONS

Supportive Housing:

Does Stable Housing Reduce the Need for

Expensive Health and Social Services?

Moderator: David Fromm

Presenter: ??

Insurance Alternatives

Moderator: Harold Nassou

Presenter: Ed Stone ?

3:30 to 4:30

WRAP UP

Preview CHAM Certification

Moderator: David Fromm

Presenter:

SCHEDULE

WHO SHOULD ATTEND

• CDC ASSET AND PROPERTY MANAGERS

• CDC EXECUTIVE DIRECTORS

• STATE AND LOCAL HOUSING AGENCY STAFF

• NEF/ESIC PROGRAM STAFF

• LISC/ENTERPRISE PROGRAM STAFF

• FUNDERS

• LENDERS

CONFERENCE REGISTRATION

Your registration fee includes all conference materials, Continental Breakfast, Lunch the first day session and attendance to the reception.

LISC-CDDI will send confirmation forms to acknowledge your payment two weeks before the conference. If you do not receive confirmation by fax or e-mail, please call Jessica Boykin at LISC-CDDI @ 212-455-9325

HOW TO REGISTER

Our conference registration form can be downloaded from our website www.liscnet.org or www.cham.org. Please mail or fax information to:

Local Initiatives Support Corporation, 733 3rd Avenue, 8th floor, New York, N.Y. 10017, Attn: Jessica Spencer Boykin, CMP

Please make checks or money orders payable to LISC-CDDI.

Please note: Registration sent without payment will not be processed.

CREDIT CARD INFORMATION

On your registration form, please write your credit card number, expiration date and the name of the credit card holder as it appears on the credit card. Please make sure all credit card information provided is correct, accurate and legible.

FEES AND PAYMENT

The conference registration fee is \$450 and is payable by Visa or MasterCard, Check or Money Order. All Checks/Money Orders must be made payable to LISC/CDDI.

CANCELLATION POLICY AND CHANGES

LISC must receive all cancellation requests in writing by November 30th. This is the final date that cancellations are accepted. Please call Jessica Boykin at 212-455-9325 or fax cancellation requests her attention @ 212-986-1857. After November 30th, a \$150 fee will be charged for any cancelled registrations. LISC will refund the registration fee for each cancellation received by this date. All refunds are processed after the conference.

HOTEL ACCOMMODATIONS

CHAM has secured a block of rooms at the Wyndham Hotels & Resorts, 1400 M Street, NW, Washington, DC 20005 where the conference will be held. This block will be held for CHAM Conference attendees until Monday, November 18th, after which reservations will only be accepted based on availability and rates may vary. For reservations call The Wyndham Hotel & Resort at 202 429-1700 and state that you will be attending the CHAM Conference to receive our special conference rate of \$149 per night.

FOR FURTHER INFORMATION

Please Contact: Lisa Deller, Program Officer at Local Initiatives Support Corp., (212) 455-1619 or email ldeller@liscnet.org.

REGISTRATION FORM

Mail this form with payment to:

Local Initiatives Support Corporation
733 3rd Avenue, 8th floor
New York, N.Y. 10017
Attn: Jessica Spencer Boykin, CMP
Phone (212) 455-9325

Please make checks or money orders payable to LISC-CDDI.

For additional information, contact:

Lisa Deller, Program Officer
Local Initiatives Support Corporation
733 3rd Avenue
New York, NY 10017-3204
Phone (212) 455-1619
Email ldeller@liscnet.org

Truth or Consequences 3rd Annual Asset Management Professionals' Conference

Date: December 7-8, 2002

Location: Wytham Hotels & Resorts, Washington, DC

Registration: \$450

Conference registration includes Thursday and Friday night accommodations, lodging at the hotel.

We will make your hotel reservation and send you confirmation upon receipt. Please note, after November 30th, a \$150 fee will be charged for cancellations or no-shows.

stevet@uspeca.org please print or type:

NAME

ORGANIZATION

ADDRESS

TELEPHONE

FAX NO.

E-MAIL

TITLE