



Asset Management 2020 Response and Resilience

A CHAM Webinar Series

Amp Up Your Career

December 2, 2020

12:00 –1:15 EDT

www.chamonline.org

Logistics

Mute!

Speaker View vs. Gallery View

Tell us your certifications! Rename yourself.

Chat

- Share your experiences
- Ask your questions
- Technical issues

Polls

Evaluation Link

- Will be posted in chat.

Slides and Recording

- Slides are there now
- Recording by Friday
- www.chamonline.org/webinars

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Moderator:

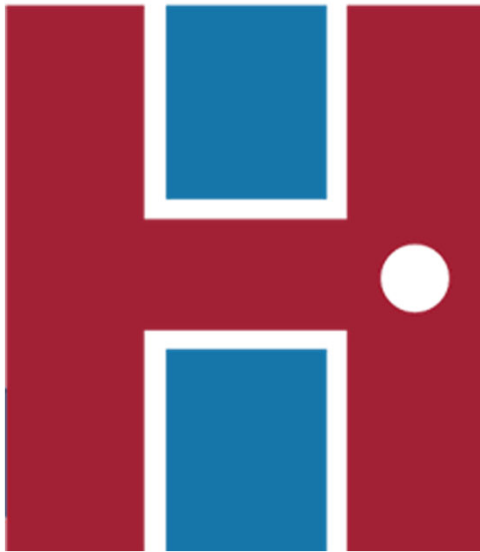
- **Kristina Gumbulevich**, Director, Learning Solutions, HAI Group, kGumbulevich@housingcenter.com

Presenters:

- **David Fromm**, Senior Manager, Training, NeighborWorks America, DFromm@nw.org
- **Ruby Rodriguez**, Vice President, MBD Community Housing Corporation, Ruby.Rodriguez@mbdhousing.org
- **Sonya Prear**, Vice President, Asset Management, CAHEC, Sprear@CAHEC.com
- **Diana Crosswhite**, Policy and Training Manager, Virginia Housing, Diana.Crosswhite@virginiahousing.com
- **Artesia Dupree**, Oakland Housing Authority, Risk Management Investigative Officer, adupree@oakha.org



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Agenda

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Career Stories
Training Programs
Q&A
Wrap Up
CHAM/AMS Celebration

Open New Doors to Your Career!

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Ruby Rodriguez

Vice President, MBD Community
Housing Corporation



Sonya Prear

Vice President, Asset Management,
CAHEC



Career Stories

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CHAM
 NeighborWorks
 America
 HAI Group
 Nan McKay
 NDC
 IREM
 Novogradac

Training Programs

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CHAM Designations

Asset Management Specialist

Learn the fundamentals of asset management and apply them to real-life examples

Certified Housing Asset Manager

Learn advanced financial and analytical skills and techniques



Questions?
 David Fromm
info@chamonline.org

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Training & Professional Development

- NeighborWorks offers a high-quality learning experience and comprehensive curricula for all levels of staff — novice to experienced.
- NeighborWorks certificate programs, certifications and professional designations, including university collaborations, position you to be a better candidate for future job advancement — while paying off for your organizations and the constituents you serve.
- High-quality content designed and delivered by expert practitioners and thought leaders in the nonprofit, community development and affordable housing arenas.

NeighborWorks is currently offering several online training options

- Visit <https://www.neighborworks.org/Training-Services/Training-Professional-Development/Online-Training> for more information on our three convenient and cost-effective online learning formats:
 - Self-guided courses
 - Interactive webinars
 - Faculty-led courses
- Get **FREE** training on issues and information related to COVID-19. <https://www.neighborworks.org/covid19onlinetraining>
- Save the Date for our upcoming Virtual Training Institute (VTI), Feb. 15-19, 2021

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Professional Certificates and Certifications

- With curricula developed collaboratively by the training institute staff, grassroots community development practitioners and thought leaders in the field, these programs encourage continuous education and facilitate peer-to-peer exchange.
 - Affordable Housing
 - Asset Management
 - Community and Neighborhood Revitalization
 - Community Economic Development
 - Community Engagement
 - Construction and Rehab
 - Homeownership and Community Lending
 - Nonprofit Management and Leadership
- For more information, visit <https://www.neighborworks.org/Training-Services/Training-Professional-Development/Professional-Certificates-and-Certifications>

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- Save big on professional development and travel costs

"It was important to our agency [during the pandemic] that staff still had opportunities for growth and development. Training allowed us to stay connected to some sense of normalcy [and] managers were glad to have something for their staff that was self-paced and easy to access."

- Natalie Smith-Wells, Daytona Beach Housing Authority (FL)



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Good for [CHAM's Nuts and Bolts of Asset Management!](#)

Nan McKay & Associates - [NMA](#)

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For over 40 years, NMA has been the leader in affordable housing training and consulting

NMA offers over 50 training classes for asset managers and housing professionals, including web-based training

NMA offers industry-leading products such as policies and model forms for multiple programs

"The Housing Authority of the City of Los Angeles (HACLA) used NMA's live web-training platform to train 320 of their staff on Fair Housing. The training experience was a great way for everyone to have a voice and be heard, and the chat room allowed for engagement between the trainer and all attendees. The quality of the training matched that of regular in-person training, while still allowing the flexibility of having staff trained while they work from home. HACLA will be utilizing live web-based training moving forward."

Asset Management Trainings

Public Housing
Executive
Management

Public Housing
Management

Public Housing
Specialist

Project-Based
Maintenance
Management

Fundamentals of
Low-Income Housing
Tax Credit

Multifamily Housing
Specialist

Managing
Multifamily HAP
Contracts

Management &
Occupancy (MOR)
Preparation

Blended Occupancy
Management

Fair
Housing/Reasonable
Accommodation

Procurement and
Section 3



NMA Products



Training Our Communities, Our States, Our Nation

- NDC Training builds development finance capacity in professionals working at every level and for every sector of the economic, housing and community development profession
- NDC created the first training program solely for economic, housing and community development practitioners four decades ago. Since then, we have trained more than 81,179 individuals in the art and science of economic and housing development finance.
- NDC's courses are intense and rigorous, with as many classroom hours as an average college course. Training participants work through case studies based on actual projects. Real world problems and obstacles arise and are resolved.



NDC Development Finance Professional Certification Series

Rental Housing Development Finance Professional (RHDFP)

HD420: Rental Housing Development Finance
 HD423: Spreadsheet Analysis for Rental Housing
 HD435: Problem Solving and Deal Structuring

Housing Development Finance Professional (HDFP)

HD410: Home Ownership Finance

Economic Development Finance Professional (EDFP)

ED101: Economic Development Finance
 ED201: Business Credit Analysis
 ED202: Real Estate Finance
 ED300: The Art of Deal Structuring



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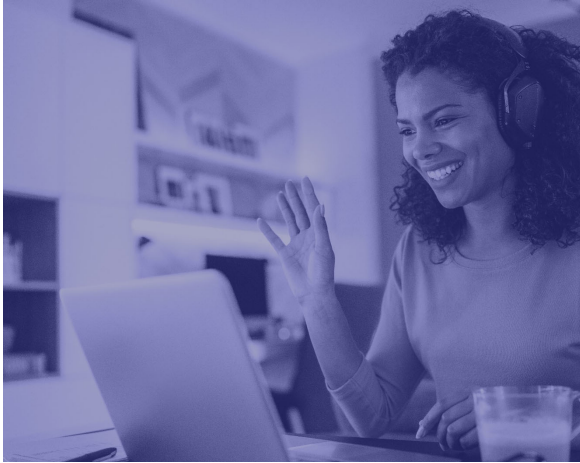
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“The CPM® designation has helped increase my salary; however, its value goes beyond that. The designation proves my commitment to education and to always be at the top of my field. It provides me with tools to think like an asset manager, so I’m better suited to serve my clients and their desires. It has opened up opportunities to have discussions with clients about their end goals and ensure we’re on track to achieve them.”

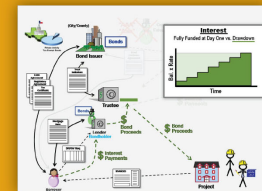
— Laura Dobslaw, CPM®, Draper, UT

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- ◆ Initial Lease Up and Maximizing First-Year Credits
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I think the instructors did a great job of explaining the material in a way that made it easy to understand. They were both awesome about addressing any questions that were asked to make sure they were getting their point across. I am excited about what I am learning.

Shannon Bonds, Legacy Properties Management



Wayne Michael



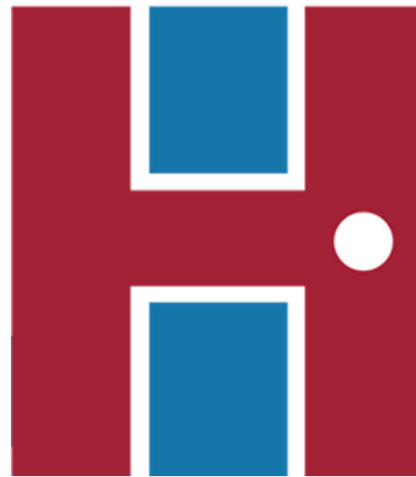
Stephanie Naquin

A lot of detail presented in a clear, concise and fast-paced manner. Both Wayne and Stephanie seemed genuinely interested in the materials and the students actually learning what was being presented. Would definitely seek them out for future trainings or consults. I appreciated the focus on the students, respect for breaks, questions, and tone of the training.

Tim Babcock, ACRUVA Capital Partners

 **NOVOGRADAC**

Q&A Wrap Up



Open New Doors to Your Career!

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Evaluation!

Webinar Evaluation Link

- 2 minutes!
- Also, answer questions about future CHAM programming.

Next Webinar
Property Management Oversight
Through an
Asset Management Lens
Wed Dec 9, 2020
12:00 to 1:15 EST
www.chamonline.org/events

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