



Council for Affordable and Rural Housing

# Annual Meeting and Legislative Conference

June 24-26, 2024

The Ritz-Carlton, Pentagon City  
Arlington, Virginia



*Representing the Industry that Serves Affordable Rural Housing*

Photo by: John Brighenti, on Flickr.com





# CARH 2024 Annual Meeting and Legislative Conference

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The Ritz-Carlton, Pentagon City  
Arlington, Virginia

The 2024 Council for Affordable Rural Housing (CARH) Annual Meeting & Legislative Conference will be held on June 24-26 at The Ritz-Carlton, Pentagon City in Arlington, Virginia, conveniently located across the Potomac River from Washington, DC, and less than five miles from Reagan National Airport.

CARH national conferences are regarded as among the premier affordable rural housing meetings in the country. Attendees will hear from CARH's legislative and policy experts, government officials, and industry stakeholders on key topics, legislation, regulations, and policies affecting the affordable rural housing industry.

On **Monday, June 24th**, CARH's standing committees will convene, giving attendees the opportunity to discuss in detail issues as they work through the legislative or regulatory process. There will also be plenty of time to meet with our many loyal vendors who offer a variety of products and services to the industry. We have developed our educational sessions around the latest topics impacting your business.

CARH is planning two receptions to meet and network with industry colleagues. We are pleased to announce that Monday's reception will be held in Washington, DC, at the **Washington National Cathedral** in the **Pilgrim Observation Gallery**. A "great church for national purposes" was first conceived when Pierre L'Enfant designed the capitol city in 1791. Construction on the Cathedral began in 1907 and continued for 83 years. President George H. W. Bush oversaw the laying of the final cornerstone atop the towers in 1990.

The Washington National Cathedral holds a unique place at the intersection of sacred and civic life in our country. The neo-Gothic structure is brimming with iconic statues, beautiful stained glass, majestic altars, and great crypts and tombs reflecting the history of the nation as well as the mission of the Cathedral. Approximately 1,000 visitors from all over the world visit the Cathedral each day. There is a full schedule of concerts,



speakers, and other programs making it a center for the arts and culture. Multiple services are held each week throughout the Cathedral, including weddings and funerals. The Cathedral is probably most widely known as the home of state funerals for American dignitaries.

On **Tuesday, June 25th**, the networking reception will be held at The Ritz-Carlton, Pentagon City. The CARH Scholarship Foundation will introduce the 2024 scholarship winners and the results of the CARH Top 20 of 24 survey will be revealed. The Top 20 of 24 ranks the top rural housing owners, developers, and managers in the industry.



The Scholarship Foundation will hold a breakfast On Wednesday, June 26th honoring the 2024 scholarship recipients. Make plans to attend this exciting, moving, and unforgettable event!



## SCHEDULE OF EVENTS



### Monday, June 24, 2024

**8:30 a.m.-5:00 p.m.**  
Registration Open

**8:30 a.m.-12:00 p.m.**  
Committee Meetings

**8:30-9:15 a.m.**  
State Association Committee

During this lively committee meeting, attendees will confer with members of state affiliated associations. Meeting strategies and content covered in the meeting sessions will be discussed, as will how to determine meeting locations and venues. Further discussion on the formation of multi-state groups will be explored. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

**9:15-10:00 a.m.**  
Education and Best Practices Committee

This committee will continue to explore best practices developed by attendees for their companies and employees with the goal of reducing administrative costs but not services. Employee retention issues will be reviewed and the need to provide employee incentives when inflation continues to plague the country. Similar discussions will take place regarding resident relations and best practices. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

**10:00-10:15 a.m.**  
Networking with Exhibitors

This will be the first of many opportunities to meet with our exhibitors whose companies provide goods and services for the affordable rural housing industry.

**10:15-11:15 a.m.**  
Lenders Committee

The committee will discuss a myriad of issues impacting lenders in the rural housing arena, including how interest rates continue to impact underwriting and lending. Continued enhancements with the Section 538 Guaranteed Rural Rental Housing Program will be explored given that Congress continues to increase the program's budget authority. Other lending-related issues will be outlined as will lingering construction costs and operational issues that impact transactions in various stages of development. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

### GENERAL SESSION

**11:15 a.m.-12:15 p.m.**  
Washington News and Legislative Report

The CARH legislative team will break down all of the fast-breaking news from Washington, DC. Affordable housing continues to take center stage and is on the agenda of a host of policymakers. Our experts will outline the numerous housing initiatives under discussion and the likelihood that they will be favorably considered during the remaining months of the 118th Congress. Appropriations bills will be outlined as will the chances for passage of a tax bill containing provisions to expand the Housing Credit program.



Photo by of Architect of the Capitol





### 12:15-12:30 p.m.

#### General Membership Meeting

The nominating committee will formally present the 2024-2025 proposed slate of Executive Officers and Board of Directors. CARH members present will vote.

### 12:30-2:00 p.m.

#### Opening Luncheon with Exhibitors

This luncheon is the official opening of the June meeting. Join colleagues and the exhibitors whose companies provide goods and services to the affordable rural housing industry and support CARH. Representatives from these companies will give short presentations on their products and services.

### 2:15-3:15 p.m.

#### Management Committee

The management committee will discuss the operational issues facing companies, including retaining and hiring staff, continued rising insurance costs and pricing of building materials. Budget approvals by RD seem to reflect acknowledgment that properties' budgets must reflect true operational costs, including hiring and retaining onsite managers, maintenance personnel and company staff now and into the future. Discussion of current and future Rental Assistance (RA) needs will be explored as will other regulatory policies that impact companies and properties managed. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

### 3:15-3:30 p.m.

#### Networking with Exhibitors



### 3:30-4:30 p.m.

#### Developers and Owners Committee

This committee will discuss preservation and operations issues facing owners and developers in this ever-changing regulatory and legislative environment. No doubt there will be continued discussions on RD's transfer policies and CARH's transfer memo which would expedite many of the procedures. Have processes improved since the committee met in January? Current transactions will be explored as will operations on properties. Total development costs will be examined as attendees discuss construction costs, difficulty in hiring workers, inflation adjustments and interest rate uncertainty. All of these issues impact both new construction and preservation of the existing portfolio. Housing Credit and Housing Bond issues will be an integral part of the discussion, particularly as Congress considers a major tax bill which would enhance both financing tools if enacted into law. **The committee should be prepared to recommend its top priority issues for action to the CARH board of directors.**

### 4:30-5:30 p.m.

#### Board of Directors Meeting

All attendees are encouraged to attend this meeting.



### 6:00-7:30 p.m.

#### Networking Reception—National Cathedral

CARH is honored to host our members and guests at the Washington National Cathedral in Washington, DC. The Cathedral is built on the highest point in Washington, DC, and the Pilgrim Observation Gallery, the location of the reception, offers panoramic views of Washington, Virginia, and Maryland! You will have the opportunity to have a docent-led tour of the Cathedral. Attendees may also enjoy a brief stroll through the beautiful grounds as you walk to a nearby restaurant for dinner on your own following the reception. **Transportation will be provided to and from the Cathedral.**

#### Dinner on Your Own

[THE 10 BEST Restaurants Near Washington National Cathedral \(2024\) \(tripadvisor.com\)](https://www.tripadvisor.com/Attractions-g61000-Activities-d54222222-Washington-National-Cathedral.html)

## Tuesday, June 25, 2024

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**8:00 a.m.-5:00 p.m.**  
Registration Open

**8:00-8:30 a.m.**  
Networking Breakfast with Exhibitors

**8:30 a.m.-12:00 p.m.**  
GENERAL SESSIONS



**8:30-9:30 a.m.**  
Discussion with the Regulators

Top officials from the Department of Housing and Urban Development (HUD) and the United States Department of Agriculture's Rural Development (RD) will discuss the latest policies and initiatives resonating out of both agencies. Recent Unnumbered Letters (ULs) and regulatory policies will be explored. This session will no doubt provide a framework for the in-depth discussions that will take place with additional agency personnel during the **Asset Management and Servicing Issues—Nitty Gritty with HUD/RD** later in the morning.

**9:30-10:30 a.m.**  
Ever-Changing Housing Markets

What is always a dynamic discussion, this all-star panel will delve into the wide range of issues impacting developers and owners of affordable housing. This panel will break down markets with case studies on deal structuring and underwriting of transactions. As more and more states are enacting state housing credits, the use of these credits will be explored. Panelists will share how they are combating continuing inflationary pressures, construction, and operational costs, including insurance rates and increases that providers continue to see.

**10:30-10:45 a.m.**  
Networking with Exhibitors

**10:45 a.m.-12:00 p.m.**  
Asset Management and Servicing Issues—Nitty Gritty with HUD/RD

This session will delve into the bread-and-butter asset management and servicing issues impacting owners and management companies, and their staff on a daily basis. Get your questions ready for officials from HUD and RD who help write and implement various policies. It will no doubt be a lively and informative discussion regarding the myriad of issues facing the day-to-day operations of companies and properties across the spectrum of affordable housing.

**12:00-1:15 p.m.**  
Lunch with Key Policymakers

Key policymakers will share their views on pressing policy issues. Be ready for a lively discussion on the multitude of issues that must be addressed during the remaining months prior to the looming Presidential and Congressional elections in November. What are the top legislative issues that CARH and the affordable rural housing stakeholders must press lawmakers to support and pass.



**1:30-5:45 p.m.**  
GENERAL SESSIONS CONTINUE

**1:30-2:30 p.m.**  
Delving Into the Compliance Issues Impacting Rural Housing Providers

Attendees will learn about the latest regulatory compliance issues impacting the industry. Regulations implementing provision of the Housing Opportunity Through Modernization Act (HOTMA) remain in flux and vary from HUD and RD. What are the implications for HUD's new Fair Housing directive on tenant selection? How will the 30-day notification for non-payment of rent impact property operations and, in general, resident relations? Other fast-breaking regulatory proposals will also be explored.





### 2:30-3:45 p.m. Debt and Equity Strategies

The format of this panel will provide attendees with “shark-tank-like” case studies of a variety of rural housing proposals. Our developer contestants will present their proposals and financing needs for both new and existing properties. A panel of lenders and equity providers will then judge the viability of the proposals thus buying in on the long-term success of the transaction.

### 3:45-4:00 p.m. Networking with Exhibitors



### 4:00-5:00 p.m. Government Relations Boot-Camp

CARH’s legislative team will provide attendees with a crash course on effective government relations strategies. Navigate the world of legislative engagement and gain valuable insights on identifying the right representatives and staff members to engage with on the federal and local levels. Our panel will discuss grassroots advocacy, campaign finance rules, roles, and responsibilities of legislative staff, providing testimony in front of policymakers and commenting on agency regulations. This hands-on workshop will explore the methods, tools, and skills used to conduct public policy advocacy and equip you with the knowledge and skills you need to deliver compelling messages, wage effective legislative campaigns, and raise your political profile.

### 5:00-5:45 p.m. Joint Ventures—Successful and Long-term Partnerships

This panel will discuss the growing importance of “joint ventures” between for-profit and non-profit developers in obtaining low-income housing tax credits (LIHTC). As allocating agencies have increased set-asides for nonprofit developers and/or have strengthened the scoring benefit of having nonprofit participation in the development team, private for-profit affordable housing developers increasingly need to look at forming partnerships with nonprofit developers. Our panelists of both for-profit and non-profit developers, syndicators, and lenders will provide an overview of these partnerships and the economic benefits that can vary, depending on the capacity, expertise, and experience of the nonprofit and the state and local government regulations around tax credit and funding programs.



### 6:00-7:30 p.m. Networking Reception at Hotel

After a full day of educational sessions, enjoy networking with colleagues at our meeting hotel, The Ritz-Carlton, Pentagon City. Enjoy meeting the 2024 CARH Scholarship Foundation recipients, their families, and guests. You will not want to miss this special evening!



### Dinner on Your Own

## Wednesday, June 26, 2024

**8:30-11:30 a.m.**

Registration Open

**8:30-10:00 a.m.**

### CARH Scholarship Foundation Awards Breakfast

The Board of Directors of the CARH Scholarship Foundation will present scholarships to seven exceptional students from CARH-member properties. Attendees will not want to miss this event to show the rural housing industry's support of these outstanding students.



2023 CARH Scholarship Recipients

**10:00-10:15 a.m.**

Networking with Exhibitors

## GENERAL SESSION

**10:15-11:30 a.m.**

### Decoupling Roundtable—What We Know Today and Opportunities for Tomorrow

Contained in the FY 2024 Appropriations Bill is authority for RD to develop a program that will decouple the Section 521 Rental Assistance (RA) program from the Section 515 mortgage when the loan on a property matures. This authority provides RD with the ability to decouple 1,000 units during FY 2024. RD must implement policies and procedures implementing the provisions of the Appropriations bill. Decoupling is an important tool that can be used by owners to preserve the affordability of the Section 515 portfolio. This roundtable will present stakeholders with the opportunity to hear from RD officials on how they intend to implement this initial preservation program. Congress is also considering legislation that would permanently allow decoupling when a mortgage matures. It is important that stakeholders, as requested by Congress, provide input into the demonstration program as well as how a permanent program should be structured.

**11:30 a.m.**

Meeting Concludes. Thank you for joining us!

Recommended dress for meeting: Business attire.

## FEATURED SPEAKERS



**Joaquin Altoro\***

Administrator USDA – Rural Housing  
Service  
Washington, DC

**Ethan Handelman\***

U.S. Department of Housing and  
Urban Development  
Washington, DC

**Tom Ayd**

Green Street Housing LLC  
Salisbury, MD

**Lowell Ray Barron II**

The Vantage Group LLC  
Fyffe, AL

**Campbell Brown\***

The Hallmark Companies  
Atlanta, GA

**Kells Carroll**

Sugar Creek Capital  
Atlanta, GA

**David Ciminelli**

WNC & Associates  
Irvine, CA

**Orlando Cabrera, Esq.**

Arnall Golden Gregory LLP  
Washington, DC

**Amie Cofini**

Harmony Housing Affordable Development  
Raleigh, NC

**Angilla Denton\***

USDA – Rural Development  
Washington, DC

**Kevin Flynn**

Flynn Management Corporation  
Clearwater, FL

**Britton Henig**

Stifel  
Birmingham, AL

**Jen Larson**

U.S. Department of Housing and  
Urban Development  
Washington, DC

**Robert Margolis**

T.M. Associates  
Rockville, MD

**Ian Maute**

Buckeye Community Hope Foundation  
Columbus, OH

**Chris Mullen**

Bonneville Multifamily Capital  
Salt Lake City, UT

**Mike Regan**

CREA LLC  
Boston, MA

**Mike Resnik**

USDA – Rural Development  
Topeka, KS

**Honorable Tom Reynolds**

Holland & Knight LLP  
Washington, DC

**Steve Rosenblatt**

Spectrum Enterprises, Inc.  
Portland, ME

**Michael Spain, Esq.**

Churchill Stateside Group  
Clearwater, FL

**Nicholas Tsimortos, Esq.**

Arnall Golden Gregory LLP  
Washington, DC

*\*Invited, but not confirmed*





