

NEBRASKA INVESTMENT FINANCE AUTHORITY

BOARD OF DIRECTORS MEETING (Board Member Training Session)

**Wednesday, September 7, 2022
1:00 p.m.**

**NIFA Conference Room
1230 O Street, Suite 200, Lincoln NE**

**Notice Published: September 4, 2022 – Omaha World Herald
September 4, 2022 – Lincoln Journal Star**

AGENDA

Open Meetings Act – Copies of the Open Meetings Act are located on the table at the entrance to the meeting room, posted against the meeting room wall, and available online at <https://www.nifa.org/about/board-of-directors>.

1. Call Meeting to Order and Roll Call – 2 minutes
2. Public Comment Related to the September 7, 2022 Agenda Items (comment period limited to five minutes) – 5 minutes

3. Consent Agenda – 2 minutes

- a. August 19, 2022 NIFA Board of Director Meeting Minutes

Consideration of a Motion to Approve the Minutes on the Consent Agenda as Presented

Educational Topic – 90 minutes

4. Board Member Training Session
 - a. Confidentiality
 - b. Conflict of Interest
 - c. Accountability

AGENDA

September 7, 2022

5. Announcements and Discussion of Upcoming Events – 5 minutes
 - a. NCSHA Annual Conference, Houston, TX – October 22-25, 2022
6. Adjournment

**NEBRASKA INVESTMENT FINANCE AUTHORITY
BOARD OF DIRECTORS MEETING**

**The Niobrara Lodge
803 East Highway 20, Valentine, Nebraska**

MINUTES OF THURSDAY & FRIDAY, AUGUST 18-19, 2022

Thursday, August 18

**6:00 p.m. – Non-Business Dinner at
420 East 1st Street, Valentine NE**

Friday, August 19

9:00 a.m. – Business Meeting

**11:30 a.m. – Non-Business Luncheon
The Niobrara Lodge**

1:00 p.m. – Groundbreaking Ceremony

Sandhills Townhomes, 912 Moon Street, Valentine, NE

**Notice Published: August 14, 2022 – Omaha World Herald
August 14, 2022 – Lincoln Journal Star
[Affidavits Attached]**

Open Meetings Act:

Copies of the Open Meetings Act were located on the table at the entrance to the meeting rooms, posted against the wall, and online at <https://www.nifa.org/about/board-of-directors>.

Thursday, August 18, 2022, 6:00 p.m. – Non-Business Dinner – 420 East 1st Street

Board Members Present: Dan Curran, designated representative of NDED as ex-officio Chair
Susan Bredthauer
Warren Arganbright
Michael Walden-Newman
Herb Freeman
Galen Frenzen

Board Members Absent: Steve Wellman
George Achola
Colten Zamrzla

NIFA Staff Present: Shannon Harner, Executive Director and Board Secretary
Sheila Gans, Program Support Specialist and Board Clerk
Christie Weston, Deputy Director
David Young, Chief Technology and Operations Officer
Elizabeth Fimbres, Community Engagement Manager
Jody Cook, Controller
Joe Spitsen, Program & Education Coordinator

Guests: Erika Lynch and Patti Peterson, Kutak Rock LLP
Jeff Gertz, JP Morgan
Fred and Julie Hoppe, Hoppe Homes

It was stated that a copy of the Open Meetings Act was located on the first table as one entered the room and the notice of the meeting was published on Sunday, August 14, 2022 in the Omaha World Herald and Lincoln Journal Star. Affidavits of publication are attached.

Dinner at 6:00 p.m.

Adjournment of Non-Business Dinner 8:30 p.m.

Friday, August 19, 2022, 9:00 a.m. – Business Meeting - The Niobrara Lodge

All votes taken by roll call of the members.

Board Members Present: Dan Curran, designated representative of NDED as ex-officio Chair
Susan Bredthauer
Warren Arganbright
Michael Walden-Newman
Herb Freeman
Galen Frenzen
Colten Zamrzla

Board Members Absent: Steve Wellman
George Achola

NIFA Staff Present: Shannon Harner, Executive Director and Board Secretary
Sheila Gans, Program Support Specialist and Board Clerk
Christie Weston, Deputy Director
David Young, Chief Technology and Operations Officer
Elizabeth Fimbres, Community Engagement Manager
Jody Cook, Controller

Joe Spitsen, Program & Education Coordinator

Guests:

Erika Lynch and Patti Peterson, Kutak Rock LLP
Jeff Gertz, JP Morgan
Fred Hoppe, Hoppe Homes

1. Call Meeting to Order and Roll Call

Chair Curran called the meeting to order at 9:02 a.m. with seven members present. Curran reported that copies of the Open Meetings Act were posted on the side wall and located on the table at the entrance to the room and posted on the NIFA website. The notice of the meeting was published on Sunday, August 14, 2022 in the Omaha World Herald and Lincoln Journal Star. Affidavits of publication are attached.

2. Public Comment Related to the August 19, 2022 Agenda Items (comment period limited to five minutes)

Chair Curran opened the public comment period and asked if anyone wished to comment on any of the agenda items and directed that they come forward and state their name for the record. No individuals came forward and the public comment period was closed.

3. Consent Agenda

Chair Curran introduced the Consent Agenda and asked if any board member wished an item be removed from the Consent Agenda and placed on the agenda. No items were removed from the Consent Agenda.

- a. June 17, 2022 NIFA Board of Director Meeting Minutes
- b. Executive Director's Report
- c. Report on Agricultural Program, Including Loans in Process
- d. Report on Homeownership Program
- e. Report on Homeowner Assistance Fund
- f. Report on Community Engagement Activities
- g. Report on Collaborative Resource Allocation of Nebraska (CRANE)
- h. Private Activity Bond Cap Summary

MOTION: Moved by Arganbright, seconded by Zamrzla to approve the minutes, and accept the reports on the Consent Agenda as presented in the Board book.

Via roll call vote, the following votes were recorded:

Voting AYE: Zamrzla, Arganbright, Frenzen, Goins, Walden-Newman, Bredthauer, and Freeman.

Absent: Wellman, Achola and Goins.

The motion passed unanimously.

Non-Action Items

Programs Committee

4. Update on NIFA's Additional Lines of Business

Presented by Shannon Harner and David Young

Shannon Harner updated the Board on NIFA's new single-family workforce housing loan program launched August 15, "Welcome Home". Shannon noted the Welcome Home Program is a pilot program only available in rural communities during this phase. Shannon also gave an update on the development of a multifamily financing program. With respect to the Ag first-time farmer and rancher program, David Young presented staff's findings on how other states' Ag programs differ from NIFA's. David noted that NIFA will begin working with the legislature to amend the NIFA Act to increase the allowable net worth limit applicable to those eligible for the program to be more in line with the programs in neighboring states and anticipates bringing that and other proposed program revisions to the Board at the October meeting.

Governance Committee

5. Report on Operating Fund

Presented by Christie Weston

Christie Weston presented the Operating Fund Report for fiscal year 2022 (preliminary and unaudited) as included in the Board book.

Risk Management Committee

6. Discussion of NIFA's Current Bond Policy for Multifamily Bonds

Presented by Patti Peterson and Erika Lynch

Patti Peterson and Erika Lynch gave an overview of (i) NIFA's current bond policy for the issuance of multifamily revenue bonds; (ii) private placement structures for multifamily revenue bonds currently seen in the market; and (iii) considerations for updating NIFA's existing multifamily bond policy.

Strategic Topic

7. NIFA Strategic Planning

Presented by Shannon Harner

Shannon Harner presented the strategic objectives developed by staff to support NIFA's 3–5-year vision. Shannon also discussed the process of building out the strategic framework through the development of indicators for each objective and that each indicator will be measured by defined metrics. The Strategic Planning Committee of the Board will be involved in the next steps.

Educational Topic

8. Securities Law Disclosure Training

Presented by Patti Peterson and Erika Lynch

Patti Peterson and Erika Lynch presented Securities Law Disclosure training, covering the topics:

- Bonds and the purposes for disclosure
- Federal securities laws and types of disclosures to which the laws apply
- Evolution of SEC enforcement and lessons learned
- Recent developments
- NIFA policies and procedures

NIFA Highlights

9. Update on 2022 Series DE Bond Sale by Jeff Gertz, J.P. Morgan

Presented by Jeff Gertz

Jeff Gertz reported on the 2022 Series DE Bond sale which closed on August 2, 2022.

10. Announcements and Discussion of Upcoming Events

NIFA Board training will take place September 7, 2022, at 1:00 p.m. in the NIFA Board room.

Darin Bennett, Construction Director for OHDC Housing spoke about how his company constructs housing on the nearby reservation of the Rosebud Sioux Tribe as well as in other areas.

11. Non-Business Luncheon

Shannon noted lunch would be served in the room following the business portion of the meeting.

12. Groundbreaking Ceremony

Following the non-business luncheon, Shannon invited Board members and staff to a 1:00 groundbreaking ceremony for a multifamily LIHTC development to be constructed at 912 Moon Street, Valentine, NE.

13. Adjournment – 12:24 p.m.

Respectfully submitted,



Shannon R. Harner
Executive Director and Board Secretary





Affidavit of Publication

NIFA
1230 'O' ST.
SUITE 200
LINCOLN, NE 68508

Date	Category	Description	Ad Size	Total Cost
08/19/2022	Legal Notices	NOTICE OF MEETING NEBRASKA INVESTMENT	1 x 0 L	867.01

**NOTICE OF MEETING
NEBRASKA INVESTMENT
FINANCE AUTHORITY
Meeting to be Held In-Person Only**

Notice is hereby given that the Nebraska Investment Finance Authority ("NIFA") will hold a Board of Directors Meeting which is open to participation by the public. The meeting will commence with a non-business dinner on Thursday, August 18, 2022, beginning at 6:00 p.m., at 420 East 1st Street in Valentine, Nebraska. The formal NIFA business meeting will be held on Friday, August 19, 2022, beginning at 9:00 a.m. at the Niobrara Lodge, 803 East Highway 20, Valentine, Nebraska. The formal Board meeting will be followed by a non-business luncheon at the Niobrara Lodge and then a groundbreaking ceremony at 1:00 p.m. The groundbreaking ceremony will be held at 912 Moon Street, Valentine, NE for a multifamily rental housing development being financed in part through a NIFA program. Persons requiring an accommodation consistent with the Americans with Disabilities Act are asked to contact Sheila Gans at NIFA at (402) 434-3900 at least 48 hours in advance of the meeting.

The agenda of the meeting, which is kept continually current, is available for public inspection at NIFA's website at <https://www.nifa.org/about/board-of-directors> and posted on the front door of NIFA's office at Suite 200, 1230 'O' Street, Lincoln, Nebraska, during normal business hours.

A current copy of the Open Meetings Act, Neb. Rev. Stat. 84-1407 et. seq., and a copy of the Board book materials (which may be updated), to be discussed at the meeting will be available at the meeting location and at NIFA's website at <https://www.nifa.org/about/board-of-directors>. Handouts and other materials presented at the meeting will be available for viewing by all attendees. Copies of Board materials, not otherwise made available at NIFA's website the day before the meeting, will be posted on NIFA's website at <http://www.nifa.org/about/board-of-directors> and available from NIFA upon request subsequent to the meeting.

For more information or questions please contact Christie Weston, Deputy Director, at (402) 434-3912.
ZNEZ

**Publisher of the
World Herald**

I, (the undersigned) an authorized representative of the World Herald, a daily newspaper published in Omaha, Douglas County, Nebraska; do certify that the annexed notice NOTICE OF MEETING NEBRASKA INVESTMENT was published in said newspapers on the following dates:

08/14/2022

The First insertion being given ... 08/14/2022

Newspaper reference: 0000323378

Billing Representative

Sworn to and subscribed before me this Sunday, August 14, 2022

Notary Public

**State of Virginia
City of Richmond
My Commission expires**

Kimberly Kay Harris
NOTARY PUBLIC
Commonwealth of Virginia
Reg. No. 356753
Commission Exp. Jan. 31, 2025

**E-mail
Sheila.Gans@nifa.org**

*** Proof of Publication ***

State of Nebraska)
Lancaster County) SS.

NIFA

SHEILA GANS

1230 O ST STE 200

LINCOLN NE 68508

ORDER NUMBER 1097545

The undersigned, being first duly sworn, deposes and says that she/he is a Clerk of the Lincoln Journal Star, legal newspaper printed, published and having a general circulation in the County of Lancaster and State of Nebraska, and that the attached printed notice was published in said newspaper and that said newspaper is the legal newspaper under the statutes of the State of Nebraska.

The above facts are within my personal knowledge and are further verified by my personal inspection of each notice in each of said issues.

Clerk of the Lincoln Journal Star

Signature *Debra Hammer* Date 8-16-22

NOTICE OF MEETING
NEBRASKA INVESTMENT
FINANCE AUTHORITY
Meeting to be Held In-Person Only
Notice is hereby given that the Nebraska Investment Finance Authority ("NIFA") will hold a Board of Directors Meeting which is open to participation by the public, on Friday, August 19, beginning at 9:00 a.m. NIFA's meeting will be held at the Niobrara Lodge, 803 East Highway 20, Valentine, Nebraska. The formal Board meeting will be followed by a non-business luncheon at the Niobrara Lodge and then a groundbreaking ceremony at 1:00 p.m. The groundbreaking ceremony will be held at 912 Moon Street, Valentine, NE for a multi-family rental housing development being financed in part through a NIFA program. Persons requiring an accommodation consistent with the Americans with Disabilities Act are asked to contact Sheila Gans at NIFA at (402) 434-3900 at least 48 hours in advance of the meeting. The agenda of the meeting, which is kept continually current, is available for public inspection at NIFA's website at <https://www.nifa.org/about/board-of-directors> and posted on the front door of NIFA's office at Suite 200, 1230 'O' Street, Lincoln, Nebraska, during normal business hours. A current copy of the Open Meetings Act, Neb. Rev. Stat. 84-1407 et. seq., and a copy of the Board book materials (which may be updated), to be discussed at the meeting will be available at the meeting location and on the bus tour the day of the meeting and at NIFA's website at <https://www.nifa.org/about/board-of-directors>. Handouts and other materials presented at the meeting and on the bus tour will be available for viewing by all attendees. Copies of Board materials, not otherwise made available at NIFA's website the day before the meeting and the tour, will be posted on NIFA's website at <https://www.nifa.org/about/board-of-directors> and available from NIFA upon request subsequent to the meeting. For more information or questions please contact Christie Weston, Deputy Director, at (402) 434-3912. 1097545 8:14 ZNEZ

Section: Class Legals

Category: 0099 LEGALS

PUBLISHED ON: 08/14/2022

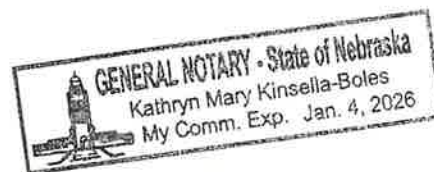
TOTAL AD COST: 36.18

FILED ON: 8/16/2022

Subscribed in my presence and sworn to before me on

August 16, 2022

Kathryn Mary Kinsella-Boles Notary Public





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OCTOBER 22 – 25 ANNUAL CONFERENCE & SHOWPLACE



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2022 Annual Conference & Showplace

October 22 – 25 | Houston

Overview
Agenda
Keynote Speaker
Health & Safety
Hotel & Travel
Destination Houston
Showplace
Sponsor Exhibit

[CPEs | CLEs](#)[Resources for Speakers](#)[Attendee Roster](#)[Registration](#)[Register](#)

Agenda

[!\[\]\(3e2231b1ad3ca8da8658228c00dd08e0_img.jpg\) Saturday Oct 22](#)[!\[\]\(5361750c22c4e047a52f4eac1ec2d4cc_img.jpg\) Sunday Oct 23](#)[!\[\]\(870f5d5e9c0d57485634be3ecf52f3ca_img.jpg\) Monday Oct 24](#)[!\[\]\(4fe57c3593bf1b21d272ae7ac8dfaf77_img.jpg\) Tuesday Oct 25](#)

All times listed are Central Standard Time.

Schedule is subject to change.

Saturday Oct 22

Sessions open to registered HFA and associate members only. Lunch is on your own, unless otherwise noted.

10:00 am - 6:15 pm

Registration & Information

12:00 pm - 1:30 pm

NCSHA Recommended Practices in Housing Credit Administration Task Force Meeting

Open to HFA executive directors and one designated staff member only; lunch available at 11:30 a.m.

1:00 pm - 2:30 pm

Community Meet-Ups



- Federal Liaisons
- Information Technology (ends 2:45 p.m.)
- Special Needs Housing

1:45 pm - 2:45 pm

Disaster Planning and Recovery Focus Group Meeting

Open to HFA executive directors and their designated staff members only

2:45 pm - 4:15 pm

Community Meet-Ups

- Multifamily Development
- Section 8 Contract Administrators

3:00 pm - 4:00 pm

Homeownership Task Force Meeting

Open to HFA executive directors and one designated staff member only

3:00 pm - 6:00 pm

Community Meet-Up

- Human Resources

4:15 pm - 5:15 pm

Rural Housing Focus Group Meeting

Open to HFA executive directors and their designated staff members only

4:30 pm - 6:00 pm

Community Meet-Ups

- Internal Auditors
- Multifamily Asset Management and Compliance
- Single-Family Program (ends at 6:15 p.m.)

Sunday Oct 23

Sessions open to registered HFA and associate members only. Lunch is on your own, unless otherwise noted.



7:30 am - 4:00 pm

Registration & Information

8:30 am - 10:00 am

NCSHA General Membership and Board of Directors Meeting

Open to HFA executive directors only; breakfast available at 8:00 a.m.

9:00 am - 10:30 am

Community Meet-Ups

- HOME and Housing Trust Fund
 - Legal
 - Single-Family Servicing
-

9:00 am - 12:00 pm

Community Meet-Ups

- Communications
 - Human Resources (cont.)
 - Information Technology (cont.)
-

10:15 am - 12:15 pm

Executive Directors Forum

Open to HFA executive directors only; lunch available at 11:30 a.m.

10:45 am - 12:15 pm

Community Meet-Ups

- Data and Analytics
 - Finance
-

12:45 pm - 1:30 pm

NCSHB Educational & Development Workshop Session 1

Open to HFA board members and executive directors only; lunch available at 12:00 p.m.

NCSHB

1:45 pm - 3:00 pm

NCSHB Educational & Development Workshop Session 2

Open to HFA board members and executive directors only

NCSHB


2:00 pm - 5:00 pm

Showplace Grand Opening

Open to all registered attendees

3:00 pm - 3:30 pm

Sundaes in the Showplace

To sponsor this event, please contact Kimberly Carr at sponsors@ncsha.org.

3:15 pm - 4:30 pm

NCSHB Educational & Development Workshop Session 3

Open to HFA board members and executive directors only



5:00 pm - 6:00 pm

Leadership Circle Reception

Open by invitation only to HFA executive directors and board members, [Leadership Circle members](#), and top-tier conference sponsors. To become a Leadership Circle member, contact membership@ncsha.org.



6:00 pm - 7:30 pm

The Board Chair's Reception

Open to all registered attendees

Monday Oct 24

Sessions open to all registered NCSHA members

7:30 am - 5:45 pm

Registration & Information

7:30 am - 6:30 pm

Showplace Open

Coffee available 7:30 a.m. – 8:15 a.m.

8:15 am - 10:15 am

Celebratory Opening Plenary Featuring Presentation of the 2022 Awards for Program Excellence

Seated breakfast served 8:00 a.m. – 9:00 a.m.



10:15 am - 10:45 am

Networking Break in the Showplace

To sponsor this break, please contact Kimberly Carr at sponsors@ncsha.org.

10:45 am - 11:45 am

Breakout Sessions

Achieving Affordability in a Volatile Construction Environment

Explore the impact of inflation, rising interest rates, labor shortages, and supply chain disruptions on affordable housing development and construction costs. Hear the findings and key recommendations of an NCSHA-sponsored study of development costs by Abt Associates. Discuss creative HFA and developer solutions to construction disruptions, effective value engineering practices, and other strategies to reduce development costs.

Advocating for Affordable Housing at the State Level

HFAs are championing campaigns to get state governments to commit new resources to affordable housing and pass laws that make more production possible and help low-income renters access affordable homes. Hear from HFAs that have moved the needle at the state level: how they established coalitions, turned potential opponents into supporters, and developed communications strategies allowing them to achieve legislative victories that improved the housing opportunities for state residents.

Bond and Securities Market Update

Expert analysts and bankers offer their insights on the outlook for the overall economy and housing finance market and explore trends and potential policies that will impact HFA bond issuance, investor demand, federal resources, and lending activity.

Emerging Data Management Trends

Join in this dynamic conversation covering the top trends and best practices in data management and governance, vendor management, the transition from data-informed to data-driven operations, and modern data architecture frameworks. Gain insight into compliance obligations requirements on the horizon.

Health-Sector Investments in Affordable Housing

Health systems are leveraging their land, capital, relationships, and expertise to address social determinants of health, including quality affordable housing. Learn how housing finance agencies are building sustainable partnerships with community stakeholders and forging connections between the housing and health sectors that are resulting in new upstream investments in affordable housing.



Leading Your Staff to Drive Innovation

How can you help your staff to enhance their innovation skills and shape the nature and success of their innovation efforts? In this session, discover how to create a workplace culture that encourages and supports innovative thinking and action. Learn how to combine different leadership styles to lead your team to produce innovative ideas, products, and services, and return to the office with powerful tools to influence their performance.

Lessons Learned from Covid Relief Communications

In this roundtable session, HFAs and their partners discuss the lessons they are learning from the massive communications effort to promote emergency housing assistance relief. Join us to identify what has and hasn't worked, best practices, and other takeaways you can adopt to elevate these and future campaigns.

Updates from Federal Partners

Senior federal officials bring you the latest news about the Federal Housing Administration's and Department of Agriculture's single-family programs and the primary regulator of mortgage markets, the Consumer Financial Protection Bureau.

11:45 am - 12:45 pm

Networking Lunch

11:45 am - 1:15 pm

Photo-Op for 2022 Award Recipients

12:00 pm - 1:00 pm

NCSHB Annual Business Meeting

Open to HFA board members and executive directors only; lunch available at 11:45 a.m.



12:30 pm - 1:15 pm

Coffee and Dessert in the Showplace

1:15 pm - 2:15 pm

Breakout Sessions

Best Practices for Recruiting and Retaining Staff

This session may change forever the way you approach recruitment and retention. Learn to look for and nurture prospective talent — and the staff you ultimately hire — with the same level of passion you have for making housing affordable in your state. Discover exciting ideas for targeting the prospects you need and evaluating your current management practices to fit that target. By the end of the session, you'll have a plan half-written!



Designing for Climate Change and Resiliency

How will the national climate change agenda impact affordable housing? Learn how spending and tax provisions in the Inflation Reduction Act advance opportunities for energy efficiency, electrification, and sustainability of multifamily housing. Discuss the threats posed by climate change to existing affordable housing, as well as disaster planning and resiliency strategies and innovative construction methods designed to minimize the after-effects of disasters.

Down Payment Assistance Program Innovations

The need for down payment assistance is greater than ever. Learn how HFAs have identified new funding sources for their DPA programs and the latest on efforts to increase lender involvement in HFA DPA programs through greater standardization.

Inclusive Communication Strategies

Inclusive communication means sharing information in a way everyone can understand to make programs and services accessible to all — such as forming creative community partnerships to distribute information; relying less on digital and more on audio, paper, and face-to-face communication; and making accessibility accommodations. During this session, learn about inclusive communication practices in the affordable housing finance space.

Let's Make a Deal: Securing the Best Prices in a Volatile Market

2022 has brought massive change in the bond and securities markets. Discover how you can structure and market your issuances to continue accessing liquidity at competitive prices, and learn how HFAs that recently went to market weathered the volatility.

Manufactured Housing Strategies to Preserve and Expand Supply

Manufactured housing communities are often a key source of affordable market-rate housing for low- and moderate-income households. HFAs and industry experts discuss strategies to preserve these communities and their long-term affordability, as well as how to use advanced manufactured and modular homes to increase affordable housing supply.

Post-Pandemic Housing Market Trends

Discuss the impact of pandemic-related demographic shifts and the latest data on multifamily property performance. Explore how trends in income limits, maximum rents, vacancy rates, and operating expenses will affect future rental development and how to use data from existing affordable housing development to inform public policy decisions, underwriting criteria, and asset management.



Optimizing Single-Family Compliance and Purchase Reviews

Learn how two HFAs optimized their single-family loan purchase document review processes by incorporating industry-leading tools such as AI, robotic processing, and enhanced workflow systems — and how you can apply their lessons to your own processes and challenges.

2:15 pm - 2:45 pm

Networking Break in the Showplace

2:45 pm - 3:45 pm

Breakout Sessions

Achieving Equity and Diversity in Tech

Mission-critical programming involves recognizing community needs, applying human-centered design thinking, and ultimately executing through technology. Diverse representation at the tech design level improves outcomes and helps to better meet diverse community needs. In an intimate conversation with experts, explore how to increase and leverage diversity in the tech space.

Addressing Housing Supply Needs

Learn about innovative programs HFAs are creating to help address the shortage of affordable for-sale houses, including the new partners, types of housing — such as ADUs or manufactured housing — and financing sources they are working with on this initiatives.

Automating Marketing in the Affordable Housing Space

Hear how HFAs and their industry partners are automating their marketing processes across digital channels to more efficiently target and nurture audiences, generate leads, create sales funnels, and measure campaign ROI. Discuss how you are using automation tools, data, and messaging to tailor the client experience and inform decision-making.

Best of HFAs: Human Resources

HFAs present their most innovative and creative HR initiatives, including how they get new employees ready for their first day at work; cultivate a diverse, equitable, and inclusive workplace; and train staff working remotely.

Long-Term Single-Family Financing Strategies

Interest rates have surged, and loan origination volume has started to shrink. Discover how HFAs can best structure their single-family executions to fit this new market. Discuss the tradeoffs among mortgage revenue bonds, mortgage-backed securities, and mortgage credit certificates and how you can balance multiple execution options, as well as options for financing down payment assistance.



Maximizing Multifamily Production with Tax-Exempt Bonds

As the need for affordable rental housing has grown, the demand for tax-exempt bonds has increased significantly. Explore new Housing Credit financial structuring rules for the minimum 4 percent rate, tactics to use tax-exempt bond resources effectively in the current competitive environment, bond recycling opportunities, and the potential impact of reducing the bond finance threshold on multifamily production.

Partnerships to Combat Homelessness

Hear how HFAs are taking leadership roles in unique partnerships that provide housing stability for and connect individuals experiencing homelessness or re-entering communities after incarceration, with support and training to ease their transitions.

3:45 pm - 4:15 pm

Networking Break in the Showplace

4:15 pm - 5:15 pm

Breakout Sessions

Best of HFAs: Internal Operations

HFAs share their successful approaches to a number of operational challenges, including designing an internal framework to allocate rent relief funds; customizing a multifamily reporting system to give multiple divisions access to a single source of information; adapting the team culture to achieve new agencywide goals; and creating a centralized procurement role to address resource and process challenges.

Building the Bench of Permanent Supportive Housing Developers

Permanent supportive housing that combines housing stability with voluntary supportive services is proven to decrease chronic homelessness. Learn how states are making investments and training developers on this interdisciplinary approach to developing quality permanent supportive housing.

Leveraging Fiscal Recovery Funds for Affordable Housing

Explore strategies for using Coronavirus State and Local Fiscal Recovery Funds for affordable housing development. Gain a better understanding of new Treasury rules on structuring recovery funds as long-term loans, reinvestment of loan repayments, and use of funds for down payment assistance. Discuss eligible uses of funds, various financial structuring tactics, and additional requirements for affordable housing development.



Loan Servicing Tips and Techniques

Covid-19 has financially impacted many lower income homeowners. Hear how state HFAs have implemented loss mitigation waterfalls and are working to ensure HFA program borrowers understand their options.

Maximizing Technologies for Remote Offices

Remote work is an option for many state agency employees. Discuss how you can leverage technology to foster connection, engender trust, and help your staff meet greater goals. Learn about tools available to increase security and oversight and what questions should managers be asking themselves before implementing these solutions.

The ERA Legacy

The pandemic brought unprecedented affordable housing challenges, and the federal government responded with unprecedented resources: a \$46 billion program to help renters stay housed. As the program wraps up, hear from HFAs that stood up Emergency Rental Assistance programs about the lessons they learned, their achievements, and the lasting impact of this extraordinary program.

The Testimonial Conundrum: How to Make It Easy for Clients to Tell Their Stories

Client testimonials are powerful endorsements of your programs and services — and key to effective marketing campaigns and positive media coverage. Hear how state HFAs are incentivizing clients to tell their stories and share your tips with your peers.

5:15 pm - 6:30 pm

Showplace Happy Hour

Tuesday Oct 25

Sessions open to all registered NCSHA members

7:30 am - 12:00 pm

Registration & Information

8:00 am - 9:30 am

Tuesday Plenary Breakfast

Seated breakfast available 7:45 a.m. – 8:45 a.m.

9:30 am - 10:00 am

Networking Break



10:00 am - 11:00 am**Breakout Sessions****Best of HFAs: Communications**

Explore how two state HFAs raised their visibility — and that of their programs and services — through remarkable (and replicable!) community events. Go behind the scenes to learn how they planned and executed the events and engaged their staff and communities, and what they achieved in impact and media coverage.

Best of HFAs: Finance

HFA finance executives discuss new strategies and goals to expand affordable housing options and better reach underserved communities in their states.

Preservation Strategies for Extended Affordability

Explore policy initiatives and recapitalization tools to address the latest preservation challenges. Understand the impact of Housing Credit threats including qualified contracts, litigation on rights of first refusal, and expiration of affordability restrictions at Year 30. Discuss best practices for capital needs assessments and opportunities to enhance energy efficiency and address project resiliency during recapitalization.

Public Dashboards: Successes and Lessons from ERA and HAF

HFAs are using online dashboards to communicate the key performance indicators of their ERA and HAF programs to stakeholders, the public, and the media. Discuss the elements of an effective dashboard, lessons learned from ERA and HAF, and how to use this tool for your other programs.

Strategic Tech and Organization Planning: Looking Ahead

Learn how agencies can future-proof operations and technology stacks — minimizing disruptions through crises and evolving labor markets — by investing in culture building and strategic planning. Discuss recruitment, roadmaps, strategic technology alignment, and succession building.

The Future of Senior Housing

By 2038, senior households will make up roughly a third of all U.S. households — and require unique solutions for housing affordability, accessibility, and service delivery. Learn about new Section 202 and RAD for PRAC resources; how design, operations, and engagement practices in senior housing are changing; and how digital inclusion and service coordination are being used to combat social isolation during the COVID-19 pandemic.



The GSEs' Equitable Housing Finance Plans: Opportunities for HFAs

Representatives from Fannie Mae and Freddie Mac brief NCSHA's members on their equitable housing finance plans, detailing how they will work to increase homeownership opportunities for communities of color. Learn how the Enterprises anticipate partnering with state HFAs on these efforts.

11:00 am - 11:15 am

Networking Break

11:15 am - 12:15 pm

Breakout Sessions

Best of HFAs: Homeownership

State HFAs continue to be innovators in affordable homeownership programs. Hear from three HFAs about the programs they have implemented to turn renters into sustainable homeowners, reach veterans, and help homeowners impacted by Covid-19 retain their homes.

Cybersecurity: Latest Trends and Protection Mechanisms

The cybersecurity landscape is evolving every day as new threats emerge. Learn what's changed over the past two years, hear the latest trends, and return to work with a list of helpful tools and defense tactics.

Effective Employee Communication in a Hybrid Workplace

How have workplaces that adopted the hybrid model adapted internal communications? How do you engage and create shared experiences for staff working in the office and remotely? Have you found creative ways to communicate and reinforce your culture and values? Are you using new tools to disseminate news and information? Discuss lessons learned and best practices in this interactive session.

Filling the Gaps: Solutions for Multifamily Financing

The nation's affordable housing crisis is deepening as resources constrict and costs rise. Explore how you can better structure your multifamily deals to have the most impact under these conditions. Discuss new funding sources and loan options and learn about recent bond transactions.

Multifamily Compliance Hot Topics

Understand the impact of final IRS regulations on the Housing Credit Average Income Test. Discuss reauthorization of the Violence Against Women Act and how nontraditional income sources, rental assistance, unemployment benefits, and other government relief measures affect tenant qualification. Explore strategies for managing the backlog of compliance inspections and minimizing the impact of noncompliance on properties.



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