

## 2013 Affordable Housing Institute Schedule

Wednesday, October 2, 2013  
Market Creek Events & Venues  
404 Euclid Avenue  
San Diego, CA 92114

8:00 a.m. – 12:00 p.m. **Introductory Track: Why We Need Affordable Housing -- and How We Fund It, Build It, and Operate It.**

This Introductory class is tailored to individuals new to the affordable housing field. It is also ideal for professionals in the fields of real estate, finance, business, city planning, and public administration seeking to broaden their understanding of the affordable housing industry. Affordable housing can cost the same as or even more than market-rate housing to build and operate, but tenants pay lower, limited rents. The class explains the public and private funding sources that come together to make this possible.

### Key topics include:

- Affordable housing terms, income and rent limits, and populations served.
- Overview of public and private finance programs for affordable housing.
- Step-by-step development process from dirt to doorknobs.
- Operational issues such as marketing/lease-up, resident services, and asset management.
- All attendees will receive a glossary of affordable housing terms.

### Speakers:

- David Allen, Development Director, Housing Development Partners
- Emmanuel Arellano, Real Estate/Asset Manager, San Diego Housing Commission
- Hanan Bowman, Housing Director, City Heights CDC

1:00 p.m. – 5:00 p.m. **Intermediate Track: Affordable Housing Finance and Transaction Structuring: What You Need to Know.**

The *Intermediate* class is designed for individuals with some basic knowledge of the affordable housing industry. The class will focus on the fundamentals of transaction structuring, the use of Federal, State, and local financing tools, and financing gap analysis.

### Key topics include:

- Players and roles in affordable housing deals.

- The mechanics of debt and equity programs, including bond financing and tax credits.
- Financing gaps for 9% and 4% tax credit projects.
- Survey of State and Federal Gap Funding Sources.
- Adapting deals to unexpected changes in entitlements, design, budget, or funding.
- All attendees will receive a glossary of affordable housing terms.

**Speakers:**

- Peter Armstrong, Senior Project Finance Manager, Wakeland Housing & Development Corporation
- Johanna Gullick, Senior Vice President and Southern California Market Manager, Union Bank
- Paul C. Marra, Senior Principal, Keyser Marston Associates, Inc.
- Andrea Caruso Townsend, Of Counsel, Squire Sanders (US) LLP

**8:30 a.m. – 4:30 p.m. Resident Services Institute**

Resident services provided in conjunction with affordable housing are a vital tool in assisting low-income individuals and families to achieve self-sufficiency and overcome barriers to success. Resident services professionals play an indispensable role in changing the lives of the residents they work with every day.

San Diego Housing Federation encourages all resident services professionals to attend this one day educational opportunity in order to grow the knowledge and skills necessary to provide a more meaningful impact in this very important field.

Attendees will receive a Certificate of Education upon successful completion of the Institute.