

## AGENDA

### Welcome

*Janie Dunning  
MFH Program Director, Missouri*

### Opening Remarks

*Tom Hannah  
Deputy Administrator, MFH  
RD National Office*

### Overview of RD Programs

*MPR Program  
Transfers  
Guaranteed 538 Program*

*Larry Anderson  
Sherry Engel  
C.B. Alonzo &  
Tammy Daniels*

*Break is being provided by  
Missouri Housing Development Commission*

### Securing Resources - Panel Discussion

*Public and private lenders will explain the range of financial resources available for rural rental housing preservation.*

*Carla Pope, Iowa Finance Authority  
Carl Wagner, Lancaster Pollard Mortgage Co.  
Robin Ambroz-Hollman, Nebraska Investment Finance Authority  
Curt D. Heidt, Federal Home Loan Bank of Des Moines  
Jacob Bean, Missouri Housing Development Commission*

*Lunch Is Being Provided by  
Federal Home Loan Bank of Des Moines*

### Deals That Have Worked-Panel Discussion

*Experts will discuss what deals have worked in their state and the process involved to make it happen.*

*Tom Landgraf, Dimension Development, LLC  
Lela Gruebel, LRC Consulting & Development, Inc.  
Linda Hammontree, Pleasant Hill Housing & Development  
Daniel Sanders, DRS Consulting  
Natalie Riley, Holden Law Office, P.C.*

### Questions & Answers

## RURAL DEVELOPMENT SPEAKERS

Tom Hannah, Deputy Administrator, Multi-Family  
Larry Anderson, Assistant Deputy Administrator  
Sherry Engel, Senior Loan Specialist, National Office  
C.B. Alonzo, Senior Loan Specialist, National Office  
Tammy Daniels, Senior Loan Specialist, National Office

Janie Dunning, Multi-Family Housing Program  
Director, Missouri  
Colleen James, MFH Specialist - Missouri

## SPONSORS



A heartfelt thank you to Federal Home Loan Bank of Des Moines! Not only are they a valued partner with Rural Development; but they have generously provided your lunch today!



A special thanks to Missouri Housing Development for sponsoring one of the breaks. We truly appreciate our partnership with them and their assistance with preservation of affordable housing in Missouri.

## HOSTING STATES:

Illinois	Indiana
Iowa	Kansas
Michigan	Minnesota
Missouri	Nebraska
Ohio	Wisconsin

RD National Office Staff



## BUYERS & SELLERS CONFERENCE

KANSAS CITY, MO

APRIL 17, 2008



Committed to the future of rural communities.

## **“SECURING RESOURCES” PANEL**

### **Jacob Bean – Missouri Housing Development Commission (MHDC):**

Jacob is a senior underwriter at MHDC. In that role he directs the review and recommendation of MHDC’s rental production resources and oversees the underwriting of approved developments. Prior to joining MHDC, Jacob was a project manager at a national non-profit developer of affordable housing where he focused on tax-credit development. Jacob received his Bachelor’s Degree from the University of Minnesota and his Master’s Degree from the University of Kansas.

### **Carla Pope – Iowa Finance Authority:**

Carla is the Director of Affordable Rental Production for Iowa Finance Authority. Prior to her appointment as a division director, Carla served as the Affordable Assisted Living Coordinator and the Service Enriched Housing Director. Ms. Pope began working with the State of Iowa in 2001 as the program director of the Coming Home Program, a grant funded initiative to initiate affordable assisted living demonstration projects, and facilitate the needed changes in laws and regulations needed to replicate the demonstrations. Since that time, 19 affordable assisted living properties have been built or rehabilitated to serve Medicaid waiver eligible seniors. Ms. Pope also worked with Lt. Governor Sally Pedersen, Department of Human Services, Department of Human Rights, and the Olmstead Task Force to implement a statewide plan to add 1,000 units of housing for people with disabilities within four years. That goal was met and exceeded within three years through a multifaceted approach that included rental development, rent subsidy vouchers, home modifications, and homeownership. Carla is a graduate of Doane College in Crete, Nebraska in business administration.

### **Robin Ambroz-Hollman, Nebraska Investment Finance Authority:**

Robin is the Low Income Housing Tax Credit (LIHTC) and CRANE Program Manager at Nebraska Investment Finance Authority (NIFA). She has been with NIFA since 2004. Before joining NIFA, the St. Paul, Nebraska native was the Development Director for the Omaha Housing Authority. She received her Bachelor of Science degree in Political Science from Nebraska Wesleyan University and a Masters degree in Community and Regional Planning from the University of Nebraska – Lincoln.

### **Curt Heidt – Federal Home Loan Bank of Des Moines:**

Curt has been Vice President and Community Investment Officer for the Federal Home Loan Bank of Des Moines, Iowa since 1997. As a Community Investment Officer, Curt develops and implements outreach and technical assistance programs in affordable housing and community lending. Curt assisted in the development of the Rural Leadership Development Program, the Regional Capital Advance Program and 4 regional conferences on rural issues. He has 34 years of financial institution and non-profit experience ranging from the financing of housing to economic development strategies. Curt received his Bachelor of Science degree from Iowa State University in History and Political Science.

### **Carl W. Wagner – Lancaster Pollard Mortgage Company:**

Carl is a senior vice president and the Director of Rural Housing programs for Lancaster Pollard Mortgage Company. In this role, Mr. Wagner is able to utilize his extensive knowledge and 35 years of experience working for the USDA Rural Development to increase efforts to revitalize USDA Sec. 515 financed properties and finance new construction of affordable housing using the Sec. 538 program. Prior to joining Lancaster Pollard, Mr. Wagner served as the Director of the Multi-Family Processing Division in Washington, D.C. and was chief architect of the Sec. 538 program. As director, he oversaw the underwriting, origination and administration of a \$275 million loan program that included Sec. 515 new construction and rehabilitation projects and the Sec. 538 Guaranteed Rural Rental Housing program, and a variety of other housing programs. Mr. Wagner received his bachelor’s degree in agricultural education from the Ohio State University and graduated from the University of Maryland Advanced Studies Program for Housing and Public Finance.

## **“DEALS THAT HAVE WORKED” PANEL**

### **Tom Landgraf – Dimension Development, LLC:**

Tom Landgraf has held a presence in the affordable housing industry since 1989. Serving as a consultant since 1995, Mr. Landgraf has served in a number of capacities working primarily with communities, non-profit organizations, developers, corporations and financial institutions on structuring and financing affordable and market rate rental housing and older adult assisted living units offering substantial services. Currently, Tom is a principal with Dimension Development, LLC which provides affordable housing development and finance services. Since 2003, Tom has been working on preservation of Rural Development 515 and HUD Public Housing properties using Federal Tax Credits. He has also structured several MPR debt-deferral transactions. In the past four years, Tom’s work with tax credits and Rural Development has resulted in the substantial rehab of 375 units in 15 communities. Tom is also on the University of Wisconsin-Madison School of Business Real Estate Department faculty where he teaches the Residential Property Development Capstone and Green and Sustainable Development classes.

### **Linda Hammontree – Pleasant Hill Housing & Development:**

Linda has managed Pleasant Hill Housing & Development otherwise known as “Broadway Village”, since 1985. This is a 48 unit not-for-profit elderly housing complex. Her duties include everything imaginable at this property, including grant writing, construction monitoring, tenant issues, budget preparation, etc. She also has an accounting business which she established in 1975. In addition to this she manages the Pleasant Hill Cemetery which has lots of tenants, but not very many complaints! In 2002, Bell Management secured her services to manage their 19 unit elderly housing complex also located in Pleasant Hill. She just recently sold her income tax business and part of her accounting business, but agreed to help the new owner for 3 years, so she still has plenty to keep her busy. Linda will give the audience her side of the story from the manager angle.

### **Lela Gruebel – LRG Consulting and Development, Inc.:**

Lela spent 15 years with the Missouri Housing Development Commission (MHDC) with the last 3 years as the Rental Production Manager. Her duties included underwriting, reviewing and approving Low Income Housing Tax Credit and HOME applications, revising their Cost Certification Manual, supervising construction disbursement draws, processing bond closings and was involved in the RD 11 Bond Deal. In 2004, she started LRG Consulting & Development, Inc. to consult and develop multi-family housing. She was involved in the first National DEMO MPR Program with Rural Development and North East Community Action Corporation (NECAC), in which 6 properties closed and were restructured into 3 properties. She has assisted in the transfer of another 12 properties with NECAC and also assisted them with applying and receiving LIHTC funds on 3 applications which involves rehabbing 9 original RD properties. Lela is a Certified Public Accountant, MP<sub>4</sub> LIHTC Compliance Certified, and National Development Council Certified Housing Development Finance Professional.

### **Natalie D. Riley – Holden Law Office, P.C.**

Natalie practices law with Holden Law Office, P.C., a three lawyer firm located in Dexter, Missouri. Natalie was admitted to the Missouri bar in 2001 and is also admitted to practice before the U.S. District Court, Eastern District of Missouri. She has specialized in affordable housing real estate; has been involved with entity organization, management, development, transfer and acquisition of affordable housing projects in Missouri, Mississippi, Illinois, Tennessee, Kansas, Nebraska, Arkansas, and other states; and has worked with various local, state and federal agencies including Rural Development. In 2003, Natalie closed the first multi-asset Mark-to-Market transaction in Missouri consisting of ten projects and has been the lead attorney in several individual and multi-project closings since. Natalie is a graduate of the University of Missouri-Columbia. She also is an owner of United Land Title, L.L.C. which provides title insurance and closing services for both residential and commercial real estate.

### **Daniel R. Sanders – DRS Consulting:**

Dan is the owner of DRS Consulting which was created in August, 2001 to provide assistance for profit and non-profit housing developers in working through the myriad of federal, state, and private housing programs. DRS Consulting provides assistance in setting housing strategies; underwriting the financial feasibility of housing projects; preparing and submitting applications for financing and tax credits; meeting with investors, federal agencies, state agencies, and local government officials on behalf of the developer. Dan has been involved in the affordable housing industry for 18 years. During this time he has worked in all phases of the industry including management, development, underwriting, investing, compliance, training, and financing. Prior to starting DRS Consulting, Dan was Vice President of Tax Credit Acquisitions for Affordable Equity Partners, Inc. Dan is a graduate of the University of Missouri with a Bachelors of Science in Accounting.