

An Invitation to Attend:

Buyers and Sellers Rural Development Conference April 30, 2008 Williamsburg Hospitality House Williamsburg, Virginia

Participating States:

*Delaware
Georgia
Maryland
North Carolina
Pennsylvania
South Carolina
Tennessee
Virginia
West Virginia*

Questions:
Byron Waters
Housing Program Director
USDA—RD
Virginia
804-287-1547
byron.waters@va.usda.gov

No cost to participate!

This one day meeting is designed to bring RD MFH Owners and potential buyers of 515 properties together to discuss how to successfully close those transactions. This is an excellent opportunity for owners and buyers to meet with both State RD and National RD Office representatives.

AGENDA

Tuesday, April 29

6:30—8:00 p.m. Welcome Reception

Wednesday, April 30

8:00 a.m. Welcome and Opening Remarks

8:20 – 9:15 a.m. Overview of MPR and Transfer Process / 538 Program
National Office MPR and GRRH Staff

9:15 – 9:30 a.m. Morning Break

9:30 – 10:00 a.m. Comprehensive Needs Assessments (CNAs)

10:00 – 11:00 a.m. MPR “Simple Deals” -- What Works

11:00 - 11:45 a.m. Tax Implications

11:45 – 1:00 p.m. Lunch on Your Own

1:00 - 2:30 p.m. MPR Complex / Portfolio Deals

2:30 – 2:45 p.m. Afternoon Break

2:45 – 4:15 p.m. Financial Resources for MPR Deals

4:15 – 4:30 p.m. Closing Remarks / Wrap Up
National Office Staff



Committed to the future of rural communities.

**Buyers and Sellers
Rural Development
Conference**

April 29, 2008

6:30—8:00 PM

Welcome Reception

April 30, 2008

8:00 AM — 4:30 PM

Williamsburg Hospitality
House

415 Richmond Road

Williamsburg, Virginia

800-522-2063

www.williamsburghoshouse.com

*A limited number of rooms are
available at the government
rate of \$89 under USDA RD.*

Make your reservations by April 18!

**DON'T MISS THIS VALUABLE
OPPORTUNITY !**

Owners/Sellers

- Showcase your properties
- Exit strategies and fair sales pricing of your property

Buyers

- Learn about properties for sale and meet owners
- How do non-profits become owners
- Capital for acquisition and repair
- Learn how to navigate quickly the closing table

Rural Development

- Review current FY08 NOFA
- Review transfer process and how to avoid pitfalls
- Bring in syndicators, HFA LIHTC representatives and learn how to raise capital outside of RD 515 funds

REGISTRATION FORM:

Name

Company

Address

Phone

Fax

Email

Please fax by April 22 to:

Byron Waters

USDA Rural Development

1606 Santa Rosa Road, Suite 238

Richmond, VA 23229

804-287-1784 (fax)

We look forward to seeing you in historic Williamsburg.

Interested in Transferring Your Property or a Group of Properties, but need assistance in marketing? We can show your property to potential buyers.

Your property or portfolio will be showcased during a Rural Development-sponsored Buyers and Sellers Conference on April 29 & 30 in Williamsburg, VA. This conference will be attended by many persons/entities interested in purchasing Rural Development-financed properties. In addition, the conference will be attended by potential financial resources willing to partner with Rural Development to maintain properties in the affordable housing market.

With your permission, Rural Development will post a photograph, property details, and contact information in a PowerPoint presentation to run continuously during the conference. In addition, a copy of the presentation will be forwarded to interested persons based on sign-up during the conference.

If you have questions, please contact Deb Eason at 302-857-3615. Please email or mail your response no later than April 21 to:

Debra Eason
debbie.eason@de.usda.gov
1221 College Park Drive, Suite 200
Dover, DE 19904

I wish to have the following properties showcased during the April 29-20 Conference. The contact information is as follows:
