

NAHMA News

PROTECTING THE INTERESTS OF AFFORDABLE HOUSING PROPERTY MANAGERS AND OWNERS

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HUD Reconsiders Denials of Performance Fees

In early December, HUD informed NAHMA that eligible owners of Mark to Market (M2M) properties who were denied an incentive performance fee (IPF) for FY 2006 through 2009 due to failure to properly request a reimbursement from the reserve-for-replacement account or due to a late mortgage restructuring note (MRN) payment may submit a request to the Office of Assisted Housing Preservation (OAHP) for a reconsideration of the IPF payment for that year, as long as the owner acted in “good faith.”

To that end, HUD sent letters to eligible owners informing them that they may submit a request for reconsideration of the IPF payment if they believe they have acted in “good faith” to meet HUD’s requirements. Owners will have 90 days within the date of the letter to appeal.

HUD provided NAHMA with a sample letter that gives examples of a “good faith” effort. NAHMA had questions regarding certain aspects of the IPF solution. What follows are the questions and HUD’s clarifications.

Q: Will MBI [the contractor HUD retained to review compliance with the M2M subordinate debt payments] send this letter with the 2008 and 2009 reviews so that those owners have a

continued on page 4

Late Breaking Legislative News

A FINAL FEDERAL BUDGET FOR FY 2011 WILL likely not be passed in the immediate future as the continuing resolution (CR) has been extended through March 4, 2011. This means all federal programs will be funded at FY 2010 levels through March 4. This gives the House and Senate additional time to consider the FY 2011 appropriations legislation. NAHMA will keep its members posted on the progress of the appropriations process.

Despite best efforts to move the Section Eight Voucher Reform Act (SEVRA, HR 3045) on the year-end appropriations, it did not happen. NAHMA drafted letters to members of the House and Senate to assist with this effort. A scaled-back SEVRA had been proposed. However, NAHMA and other industry groups continue to search for a vehicle for this legislation in the new Congress. Among the changes of interest to NAHMA members is the clarification that LEP fees for the 24-hour Toll Free Line are eligible public housing operating fund expenses.

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As proud members of NAHMA we are pleased to announce that we will be donating a portion of our proceeds- **up to \$100,000 - to the NAHMA Educational Foundation** in 2011. Ask us how you can make a difference.

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NAHMA Faces Challenges Head On

JUST BEFORE CHRISTMAS, THE *Washington Post* ran an article showing how high rents have gone up across the country just as people's ability to pay had gone down. For example, rents in D.C. went up 22 percent in the last 10 years!

This is why affordable multifamily housing is more important than ever before. As we head into a new year with a new Congress, NAHMA is looking forward to conveying this message to old and new representatives and their staffs. We appreciate that the economy is beginning to recover in some sectors and that the large federal deficit needs to be addressed—but the needs of everyday Americans for housing remains constant, if not increased. We must convince our leaders that this is not the time to be cutting back on affordable housing development. Rather, it is a time to invest in this valuable, much-needed infrastructure.

Toward that end, NAHMA will share some new advocacy materials, including more e-mail alerts and talking points. We urge you to contact your members of Congress, use the NAHMA Maps to show them the nation's and their district's affordable housing portfolio and make the case for the need for more affordable housing.

NAHMA's Grassroots Action Center has a wealth of information you can use to approach your Congressional reps.

SERVING IN OTHER WAYS

The new year also finds NAHMA prepared to serve its members in new ways. We're proud to announce a new online membership directory—which includes ways you can update your and your company's information on our website—and

other enhanced features.

We also recently updated our Affordable Housing Management Career Center, the industry's exclusive resource for online employment connections. It is free to all job seekers, and its advanced job searching options and optional email alerts of new jobs keeps your sights high as you move up the ladder of success. For employers, it offers targeted advertising for job openings, plus quality candidates, online reports, simple pricing options and a special introductory offer (see the Career Center link on NAHMA's home page).

The first quarter of the year is also the time to celebrate the successes of our members, including with the COQ Awards program (see article on page 19) and annual Industry Awards (see page 26).

This is also the time you should consider committing to attending NAHMA's winter meeting, which will be held in Washington, D.C., March 6-8, 2011. Go online at www.nahma.org to register today. This is our annual legislative meeting, which is so important given the turnover in Congress, and it also allows you to participate in the fun of the COQ and Industry Awards presentations.

LOOKING FORWARD

With a new board chairman, Scott Reithel, at the helm, NAHMA is excited to be coming up with new ways to benefit our membership. See Scott's first message to the membership on page 32 for his forward-thinking ideas.

2011 has its challenges, but it certainly also has its opportunities. We invite you to continue working with us to make these opportunities a reality. **NN**
Kris Cook is Executive Director of NAHMA.

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Composition of New Congress May Limit Legislation

ON JANUARY 5, 2011, the Republicans took over the House of Representatives as the majority party for the 112th Congress. They will have 242 seats. The Democrats will have 193 seats in the new Congress.

The Senate will comprise 47 Republicans, 51 Democrats and two Independents. The Democrats will not have a filibuster-proof majority. The term "filibuster" refers to a parliamentary procedure in the Senate where a senator, or a series of senators, may speak for as long as they wish on any topic to delay or prevent consideration of a piece of legislation. A filibuster may only be broken when 60 of the 100 Senators, typically of the same party, decide to end the debate by invoking cloture.

The Republicans will control key committee chairmanships in the House, while Democrats will maintain control of key committee chairmanships in the Senate.

Although the Democrats controlled the House, Senate and White House during the 111th Congress, they had difficulty moving bills through the legislative process. Because the House and Senate will be controlled by different parties in the 112th Congress, NAHMA expects numerous conflicts between the chambers on policies and priorities. NAHMA expects it will be difficult for Congress to pass controversial legislation in this climate.

The 112th Congress is scheduled to meet from January 5, 2011 to January 3, 2013, during what will be the third and fourth years of Barack Obama's presidency. Senators elected to regular terms in 2006 will be in the last two years of those terms during this Congress. This will be the last Congress elected from congressional districts that were apportioned based on the 2000 census.

To read the full NAHMA analysis on the 2010 mid-term Congressional elections, go to NAHMA's website at www.nahma.org. NN

HUD RECONSIDERS DENIALS OF PERFORMANCE FEES, *continued from page 1*

90-day window to appeal once the letter is received?

A: OAHF is providing a direct mailing of the letter to owners only when there was an unearned IPF payment that was identified in a final surplus cash analysis.

Q: Is MBI still demanding repayment of IPFs for the 2007, 2008 and 2009 surplus cash analyses that are currently underway when the owner has clearly acted in good faith in using replacement reserves or claiming an IPF after curing a late mortgage payment? In other words, has MBI been instructed to apply the recent "good faith" clarification on R4Rs and IPFs to the SCAs it has not yet finalized, or will they issue demand letters which owners will have to appeal within 90 days?

A: MBI is applying the criteria outlined in the letter to the owners for SCAs currently in process. Owners will be asked for the supporting documentation to establish good faith. Owners are expected

to produce information immediately upon request by MBI to determine eligibility for good faith IPF adjustment.

Q: Finally, is HUD sending the letter outlining procedures for requesting reconsideration of a forfeited IPF to all owners with closed and open reviews?

A: OAHF is sending the letter to owners only when there was an unearned IPF payment that was identified in a final SCA.

HUD recommends sending appeal letters with some form of tracking to ensure that they are received by the 90-day deadline. Appeals may be made to Linda W. Field, Director of Portfolio Management, Office of Multifamily Housing Preservation, Washington Office Center, 409 3rd Street SW, Suite 200, Washington, DC 20024. Questions about the reconsideration process may be directed to Michael Murphy at michael.r.murphy@hud.gov or by telephone at 202-402-8388. NN

Late Breaking Legislative News, *continued from page 1*

HR 3082: Continuing Appropriations and Surface Transportation Extensions Act. Instead of a full year continuing resolution (CR) and increased funding levels for multifamily housing programs, as proposed by the original House bill, Congress has extended the CR through March 4, 2011. The bill also provides an extension for current surface transportation programs.

Meanwhile, two bills NAHMA supported were signed into law in early January. These include:

S 118: Section 202 Supportive Housing for the Elderly Act. This legislation simplifies development and facilitates preservation of affordable, supportive senior housing. It allows Section 202 properties to pre-pay their debt and use excess proceeds to further the nonprofits' housing and services mission. The properties may also use residual receipts and requires HUD to provide project-based rental assistance for the project under a senior preservation rental assistance contract in the case of refinancing, rehabilitation and other preservation efforts.

NAHMA, in conjunction with industry colleagues, has been working extensively with House and Senate authorizers to pass this important legislation.

S 1481: The Frank Melville Supportive Housing Investment Act. This legislation provides assistance to private nonprofit organizations to expand the supply of housing for persons with disabilities through capital advances and contracts for project rental assistance. It also provides incremental vouchers to the Section 811 properties through Tenant Based Section 8.

In addition, S 1481 allows delegated processing for Section 811 applications to state and local housing agencies. It modernizes the capital advance program and the tenant selection process, and increases tenant protections. The bill makes technical corrections to Section 811 to increase project flexibility. The act also authorizes appropriations of \$300 million for FY 2011-2015.

Finally, the legislation would require a GAO study on the Section 811 program to determine its adequacy and effectiveness at helping the disabled low-income population.

NAHMA, in conjunction with industry colleagues, has been working extensively with House and Senate authorizers to pass this important legislation. NAHMA is very pleased to see S 1481 finally become law.



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The mission of Franciscan Ministries, Inc. is to provide residents a caring environment in the form of resident-focused, high-quality affordable housing. And fulfilling this mission requires smart management.

“With the goal of offering quality affordable housing in a competitive market, we want to lead the industry in business practices by putting residents at the center of everything we do,” says Shari Koehler, CFO of Franciscan Ministries. “It is therefore imperative that technology and business solutions are cutting-edge. Having efficient operations lets us focus our efforts on those we serve.”

As a charter sponsor since 2000, Franciscan Ministries has been a loyal customer in the development of RealPage’s OneSite software.

“Of all the benefits we’ve received from RealPage software, enhanced reporting capability is the most significant,” says Koehler. “The ability to generate real time reports for occupancy, collections, delinquencies, and recertifications is critical for organizations that manage affordable housing. Regulatory compliance is critical to us, and RealPage has helped us dramatically refine our internal audit function and standardize processing for the portfolio.”

“When it comes to month-end closing, we definitely feel the impact of efficient, streamlined processing. Due to OneSite



software, our accounting end-of-month process is 70% more efficient, thereby improving the timeliness of monthly financial reporting.

“Troubleshooting has also dramatically improved. We can now quickly identify training, processing or setup concerns and immediately take action to resolve them. And utilizing Web-based software has lessened the need for technical resources and infrastructure, which has generated

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Franciscan Ministries’ leaders continue to work with RealPage to explore new ways its software can help them work smarter. How can we help you? To learn more, call us at **1-87-REALPAGE**.



Unfinished Business Creates Problems and Opportunities

THE 111TH CONGRESS PASSED a temporary spending bill to fund the majority of discretionary federal programs (including HUD and RHS housing programs). With few exceptions, programs will be funded under this bill at last year's spending levels through March 4.

STOP-GAP SPENDING SEEMS ROUTINE

The decision of the previous congressional leaders to punt the responsibility for completing the FY 2011 appropriations to the new Congress is disturbing. First, the constitutional authority for making decisions about spending and taxes belongs to Congress. Likewise, Congress set its own deadline for enacting the yearly spending bills. Nevertheless, stop-gap spending bills have become routine to the point that observers no longer wonder whether Congress will pass a continuing resolution, but rather, how many CRs will be passed and how long will they run? The difference in this situation is they left the job unfinished. For at least five months of FY 2011, the federal government will have been funded at 2010 levels under stop-gap spending measures.

The new 112th Congress, which began its session on January 5, 2011, will decide how to fund the government for the rest of FY 2011 (through September 30). However, many of the new and returning members campaigned on a promise to cut spending by \$100 billion, down to FY 2008 levels.

TARGETS FOR CUTS

So what are some likely targets for cuts? Congress will likely propose cuts to its own budget. Congressional earmarks,

which direct federal funding to specific projects (such as transportation, research or economic development projects) requested by Senators and Representatives, are also likely to disappear. If history is any indicator, the HUD programs most susceptible to cuts include new construction programs (Sections 202 and 811) and the block grants (CDBG and HOME). However, it would be a mistake to assume that *any* program is safe.

NAHMA will vigorously oppose any attempt from the Obama Administration or Congress to cut important multifamily housing programs. To be successful, we need your help.

WHAT YOU CAN DO

To make sure affordable multifamily housing programs get the resources they deserve in 2011, we must help members of Congress see past the cost of these programs and focus on the value affordable housing provides to their constituents. Here's how:

Let your members of Congress know that affordable housing programs are important to you. Find out which U.S. Senators and Representatives represent the properties in your portfolio. Contact those offices and ask for the names of the housing policy staff. Share your concerns about affordable housing with them through e-mail and phone conversations. Always request a follow-up response explaining the Senator or Representative's position if the staff member does not offer it to you when you speak. NAHMA's grassroots advocacy webpage, www.nahma.org/content/grassroots.html, is your source for the latest talking points on key housing policy issues.

Make an appointment to visit your elected officials in their Washington, D.C. or district offices to help them understand why quality rental housing should also be important to them.

All politics is local. When you talk with members of Congress and their staff, be sure to let them know that federally-assisted affordable properties are home to low-income families in their districts. Direct members of Congress and their staff to the NAHMA Maps Affordable Housing Search Engine (see <http://nahma.apartmentsmart.com>). This resource provides visual and statistical information about the number of affordable properties in a given location or congressional district, as well as the programs which support the developments, and other helpful information. It is important to make the connections between federal programs, the affordable property and quality of life for their constituents. Emphasize people over program costs.

Finally, keep your explanations simple. Be specific about what you are asking the member to do. Make your case in the most succinct and simple terms possible. Technical jargon will confuse the member and his staff rather than impress them.

As always, NAHMA staff is here to help. If you would like assistance setting up an appointment with your members of Congress, please contact Lauren. Eardensohn@nahma.org. Lauren and I are also happy to help you prepare for your meetings with talking points, tips about what to expect and the latest news about important housing priorities. **NN**

Michelle Kitchen is Director, Government Affairs for NAHMA.

Vehicles, Drivers and Road Maps

DOES WHAT YOU DRIVE SAY WHO you are? In low-income housing tax credit investing, the destinations are known, so what you choose to ride in matters much more than where you're trying to go. And, as the LIHTC demand side recovers, which type of vehicle these new investors choose tells a lot about what they are, what they care about, and what they should worry about.

Arriving at LIHTC airport, a new investor has four principal ways to get into town, each with its own features, pluses, and minuses.

1. Airport shuttle = multi-investor fund. Like the airport shuttle, the multi-investor fund is standardized and runs a predictable route set beforehand. In terms of minimum cost to board, it's the cheapest alternative (smallest unit size), and the newcomer has the comfort and potential camaraderie of traveling with others, some of whom may be experienced visitors.

Against that, it's a passive experience in many ways, including the likely inability of passengers to coordinate action if the driver veers off the road.

2. Ecotourism = specialized fund. Whether focused regionally or by mission, specialized funds not only get investors to their destinations (annual LIHT returns consistent with projections), they also provide an experiential journey along the way (access and exposure to specialized properties and sponsors).

Their routes are a little more particular, and their buses (and bus companies) tend to be smaller, so they don't run quite as frequently, have all the amenities of the full airport shuttles, or maintain the same backup fleet in the event of

breakdowns. As there are many specialized vehicles, passengers have to know which type they want, whereas a shuttle rider can see a broader range of alternatives.

3. Taxi/limousine = private label fund. Private label taxi/limousine services offered by syndicators pick up the investor at the airport, and follow a route planned by the passenger (buying properties consistent with the customer's specifications, which can be very specific). Often the driver will consult the passenger based on traffic conditions (pricing and Community Reinvestment Act demand) or at inter-sections (investor prior approval of every acquisition), so the journey may take longer. Passengers come to have favorite drivers who learn their habits and whims.

4. Rent-a-car = direct investment. Experienced travelers who like the autonomy of driving themselves can pick up a rental car (direct investment), and go precisely where they wish, when they wish.

But to do this, they better know the city well (maintain up-to-date market knowledge). And if they get lost (lack of suitable investments to acquire), if their car breaks down (workouts) or runs out of gas (capital calls), or if they get a parking ticket (IRS Forms 8823), they own these problems, too.

Since any vehicle can get you to the same destination (the same deal)—and in fact, often multiple vehicles are competing for exactly the same deal—the LIHTC investor's strategic choice is which vehicle to ride. Each choice is largely irreversible (for those properties, anyway), and each has its risks. Each vehicle represents a distinctive blend of cost, optionality, service (asset management), autonomy, and responsibility.

Each vehicle has evolved to meet the needs of particular investor types.

Oversimplifying slightly, newcomers tend to take the shuttles or ecotourism options, while more experienced investors favor the custom-control of a taxi/limousine private label fund or their own proprietary direct-investment car. The logic of this evolution explains the current revival of multi-investor funds—newbies are the least experienced, so they go with the familiar routes and the scaled services. Of course, this passivity comes at a cost—shuttle-van passengers depend utterly on the driver, over whom they have no practical control, and have the fewest resources if the bus has an accident.

As investors learn the terrain and its quirks, they move onward to more personalized vehicles that impose on them more responsibility. Conversely, drive-it-yourself investors either need to be their own mechanics or to have them on speed-dial, as reality always surprises us, and the map is not the territory.

Whatever choice you make, don't buy a clunker (the tax credits for that program have long since expired).

Make certain you're not being taken for a ride—and be sure you have a good mechanic on contractual speed dial. **NN**

David A. Smith is Chairman of Recap Real Estate Advisors, a Boston-based real estate services firm that optimizes the value of clients' financial assets in multifamily residential properties, particularly affordable housing. He also writes Recap's free monthly essay, State of the Market, available by emailing dsmith@recapadvisors.com. Reprinted with permission. Originally published in the Tax Credit Advisor magazine, October 2010, <http://www.housingonline.com>.



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Transforming Rental Assistance Proposals Advance Slowly

On May 12, 2010, HUD released draft legislation to implement its Transforming Rental Assistance (TRA) Initiative proposed in its FY 2011 budget request and FY 2010-2015 Strategic Plan. It was called the Preservation, Enhancement, and Transformation of Rental Assistance Act of 2010 (PETRA).

HUD stated the bill would help public housing sustain operations and leverage private financing to address capital needs and to implement energy efficiency improvements. The Department also believed it would provide a means to preserve public housing, as well as the RAP, Rent Supp and Mod Rehab properties.

On May 25, the House Financial Services Committee held a hearing on HUD's draft PETRA bill. Testimony was given by HUD Secretary Shaun Donovan and a number of industry stakeholders. NAHMA submitted an industry letter stating our concerns with PETRA for the record of this hearing.

Both Republicans and Democrats on the Committee expressed serious concerns with the draft legislation, specifically regarding treatment of public housing in the case of foreclosure, the overall cost of the conversions and the resident mobility feature.

All of the industry stakeholders—which included PHAs, owners of affordable housing properties and tenants groups—also expressed their concerns with the legislation as written.

Since May, NAHMA has met extensively with Multifamily Deputy Assistant Secretary Carol Galante, other HUD officials and Congressional members' staff to discuss its reservations about HUD's draft PETRA legislation.

In late October 2010, HUD began circulating a revised draft of PETRA,

which Rep. Keith Ellison (D-MN) introduced as HR 6468, the Rental Housing Revitalization Act (RHRA), on December 1, 2010. The Ellison bill made some significant changes to HUD's initial proposal released last May.

RHRA offered the PETRA's voluntary conversion option for public housing and privately owned RAP, Rent Supp and old Mod Rehab properties to long-term project-based rental assistance. RHRA, like PETRA, included a resident mobility feature. Under the legislation, Congress would be required to give statutory

the property conversions by ensuring that Section 8 owners could request to renew under MAHRA and were not required to accept the new 8(n) contracts. The renewal guarantee under MAHRA was not included in PETRA.

Second, RHRA required a statutory change to allow conversion of contracts of other federal housing programs to the new Section 8(n) contracts. PETRA allowed HUD to include new programs by notice.

Next, RHRA seemed to preserve some control for the owner, where PETRA leaned in favor of HUD.

Testimony was given by HUD Secretary Shaun Donovan and a number of industry stakeholders. NAHMA drafted and submitted an industry letter stating our concerns with PETRA for the record of this hearing.

approval to expand RHRA to other programs. Section 8 owners could voluntarily convert their contracts to RHRA, unless they request to renew under MAHRA.

The legislation included a first right of purchase by HUD for converted properties, a more detailed explanation on the resident mobility feature, and an expansion/streamlining of tenants' rights. The streamlining efforts included the release of building and management information to tenants' organizations, similar to Section 304 from HR 4868, the Housing Preservation and Tenant Protection Act.

The 111th Congress did not consider this legislation. Ellison plans to introduce RHRA again in the 112th Congress. However, while the Republicans control the House, HR 6468's consideration and passage is uncertain.

POSITIVE ASPECTS OF HR 6468

HR 6468 made several language improvements over PETRA, as introduced in May 2010.

First, RHRA focused on improving the voluntary participation aspect of

PETRA would have allowed HUD to obligate owners and their successors in interest to contract extensions and renewals. Under RHRA, owners of converted properties had to ask HUD to extend or renew the contracts. HUD could not do it on its own.

In PETRA, HUD was allowed to approve those rents below the FMR without consulting the owner. However, RHRA included language to allow HUD to approve or determine lower rents for a unit below the fair market rent upon the owner's request "if such rent is sufficient to meet the financial and physical sustainability needs of the property."

HUD stated it believed HR 6468, although altered somewhat from its initial TRA proposal under PETRA, would allow PHAs an opportunity to leverage much needed capital. HUD estimated the conversion would bring about \$7 billion in additional capital and \$27 billion in total capital to PHAs to help cover the costs of rehabilitation and other property needs. About half-to three-quarters of PHAs would be able

TRANSFORMING RENTAL ASSISTANCE PROPOSALS, *continued from page 11*

to leverage \$25,000-\$40,000 in private capital per public housing unit to cover the costs of rehabilitation and other needs. The rest of the PHAs would be able to leverage about \$10,000 per unit on average in private capital.

Nevertheless, HUD explained that some PHAs would not be able to leverage additional capital at all under the conversion program. HUD also believed the legislation offered a way to preserve the RAP and Rent Supp. programs.

NAHMA'S CONCERNS

While NAHMA supports the goals of streamlining HUD's rental assistance programs, it is extremely concerned about its potential impact.

Although the language in the first paragraph of Section 4 said streamlining would only apply to converted properties, certain individual streamlining provisions—such as the release of information to tenants, sweeping new enforcement powers for HUD, and allowing HUD to establish streamlined review and compliance requirements for small or partially assisted properties, regardless of the form of assistance provided—themselves applied to properties beyond those converted. NAHMA believes that this authority would result in new administrative burdens and further complicate the management of affordable housing.

Although NAHMA understands HUD's first round of program conversions was limited under RHRA, findings in the bill indicated HUD's intention to eventually streamline all 13 rental assistance programs. From a purely philosophical standpoint, NAHMA believes that it makes no sense to convert the established Project-based Section 8 program to a new one with new rules; the current Project-based Section 8 program is effective and functions well.

NAHMA believes that merging the program with HUD's new hybrid rental assistance program would destabilize the known Project-based Section 8 program

in the financial markets. Furthermore, NAHMA still did not believe that RHRA offered enough incentives for property owners to participate in the conversion process considering the large number of new rules and regulations.

NAHMA was also concerned with the problems posed by the voluntary conversion to Section 8(n) property-based assistance contained in the TRA initiative, detailed in RHRA. Voluntary conversion would not help streamline the rental assistance programs if properties decided not to participate. True streamlining can only be achieved through mandatory contract conversions.

Within the legislation itself, NAHMA was extremely troubled by the inclusion of resident access to building information for converted properties and a number of multifamily programs. NAHMA strongly

NAHMA is committed to working with HUD and Congress to ensure affordable housing units are preserved; however, it does not support the approach proposed in HR 6468.

opposed this provision. While the RHRA language sought to achieve a balance between tenant access to information and organizations' rights, the bill contradicted itself. The legislation instructed HUD to release what had been considered confidential and proprietary information in a manner consistent with unspecified laws governing this information. The language created confusion and uncertainty with what could and could not be released.

Furthermore, NAHMA continued to strongly oppose the release of the owner and agents' statement of profit and loss. This is confidential business information. NAHMA also continued to oppose the requirement for HUD to release contracts and sensitive property information such as management review reports. Releasing such information in the absence of a bona fide purchase offer is contrary to standard real estate practice. NAHMA recommended this section be struck from the bill in its entirety.

NAHMA was still concerned over

the inclusion of a first right of purchase for converted properties. This would discourage property owners from participating in the program, which is contrary to HUD's goals of rehabilitation and preservation of the existing portfolio.

NAHMA is still unsure how HUD would fulfill the resident mobility provision in a way that was fair to all persons waiting for a voucher.

NAHMA POSITION

NAHMA is committed to working with HUD and Congress to ensure affordable housing units are preserved; however, it does not support the approach proposed in HR 6468. Like PETRA, the RHRA language still gave HUD the authority to make broad and far-reaching decisions that could destabilize existing programs that work well, like Project-based Section 8. Furthermore, there were not

enough incentives for Project-based Section 8 properties to convert to the new assistance and no efficiencies to be achieved through the conversion.

Nevertheless, NAHMA strongly urged HUD to continue engaging the public housing community to develop workable recapitalization and preservation strategies. Public housing, Rent Supp and RAP units are important resources that should be preserved as affordable housing. On the other hand, the RAP and Rent Supp units could be easily and efficiently preserved by allowing owners to convert the units to the current project-based Section 8 program as proposed in Section 101 of HR 4868—The Housing Preservation and Tenant Protection Act.

For a copy of RHRA as introduced by Rep. Ellison, the original PETRA legislative language released by HUD in May 2010 or a copy of the Section by Section summary of the original PETRA proposal released by HUD, go to www.nahma.org and click on the legislative page. **NN**



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NAHMA Recommends Changes to Draft 202 and 811 Bills

This past fall, HUD invited NAHMA to comment on discussion draft bills for its Section 202 Reform Act and the Section 811 Reform Act. NAHMA members submitted a wide range of comments on the specifics of both draft bills, and NAHMA's response, sent in a letter to HUD on November 15, 2010, represented the consensus of NAHMA's members.

In the letter, NAHMA noted that it appreciated the need to stretch limited federal dollars as far as possible. However, there was concern that "the proposed program changes fundamentally change the nature and purposes of the Section 202 and Section 811 programs." NAHMA was particularly concerned about changes that would:

- Replace capital advances with gap financing; and
- Replace PRACs with long-term Project-based Section 8 rental assistance as amended by the Preservation, Enhancement, and Transforming Rental Assistance Act.

The following is a summary of NAHMA's comments.

GENERAL COMMENTS

Gap Financing

NAHMA is very concerned about the possible consequences of replacing capital advances with gap financing for new Section 202 and 811 developments.

NAHMA members report that they typically use the Sections 202 and 811 capital advances provided by HUD to leverage outside funding sources to complete deals. HUD's draft bills would significantly alter the existing funding paradigm of the

Sections 202 and 811 programs.

In addition, if a nonprofit is able to secure outside financing without the help of a capital advance, there is no guarantee it will receive enough gap financing from HUD to complete the deals. This may actually exacerbate development delays or, worse, prevent completion of the deals altogether.

Furthermore, NAHMA believes the draft bills over-rely on low-income housing tax credits (LIHTC) as a primary funding mechanism for Section 202 and 811 developments. While NAHMA members are interested in creating mixed-finance and mixed-income communities using the LIHTC, the housing credit, Section 202 and Section 811 programs all have different purposes and program requirements.

The LIHTC program helps provide workforce housing to a broad cross-section of Americans making 60 percent (or less) of area median income. The Section 202 program is specifically tailored to serve the vulnerable *very low-income elderly* population. The Section 811 program is targeted to serving the *very low-income disabled* population. NAHMA supports the *option* for project sponsors to create mixed-financed and mixed-income properties. However, using the LIHTC should not be the *expectation* for the Sections 202 and 811 programs.

Each of these programs has very specific regulatory program requirements and regulatory entities. Developing and managing mixed-financed properties requires a great deal of regulatory sophistication and may discourage new participants in the program.

NAHMA believes it is premature to dramatically change the financing structure for Section 202 and Section 811 without first assessing the feasibility of these changes through a demonstration program.

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Long-Term Project-Based Section 8 Rental Assistance under PETRA

In the 1990s, project rental assistance contracts (PRACs) were introduced as part of HUD's Section 202 and 811 accounts, distinct from traditional Project-based Section 8 rental assistance. The PRAC funding allocations are based on property budgets and operations, and complemented the capital advance program.

HUD's proposal would offer new Section 202 and 811 properties long-term Project-based Section 8 rental assistance, as amended by the Preservation, Enhancement, and Transforming Rental Assistance Act (PETRA), instead of PRACs. NAHMA remains unconvinced that HUD needs a new rental assistance program for senior and disabled housing. Applying PETRA, an untested idea with unknown impacts, to these important programs is unnecessary and premature.

If Congress does not pass PETRA, and HUD proposed awarding new project-based assistance contracts under the current Project-based Section 8 program, NAHMA would still have concerns. Such a change would likely increase the growth of the Project-based Section 8 budget. In light of our federal deficit-conscious era, the growth would likely result in calls for curbing spending, and thereby increase the likelihood of funding reductions for these crucial programs that serve specific populations over time.

Nevertheless, NAHMA does support the dissemination of some Section 202 and 811 funding for planning grants and technical assistance, which is included in both pieces of legislation.

COMMENTS SPECIFIC TO THE SECTION 202 REFORM ACT

Section 202 Preferences

In the draft Section 202 Reform Act,

HUD has proposed changing the preferences for applicants that receive financing and rental assistance.

NAHMA is concerned about the inclusion of a statutory preference for applicants

members currently provide outstanding apartment communities to numerous frail elderly residents and thus see no need to build a preference for frail and near-frail elderly into the *statutory* language.

NAHMA believes it is premature to dramatically change the financing structure for Section 202 and Section 811 without first assessing the feasibility of these changes through a demonstration program.

who reserve a percentage of units for the frail and near-frail elderly. NAHMA also is concerned about the provision of funding for service coordinators in properties that reserve a percentage of their units for the frail and near-frail elderly. NAHMA members strive to create quality communities with adequate services that allow elderly residents to age in place. NAHMA

The proposed bill has a very limited focus on what would be considered appropriately licensed supportive services, like those funded through the Program of All-inclusive Care for the Elderly (PACE) and Home and Community Based Services (HCBS) Medicaid waiver programs.

While NAHMA applauds HUD for

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seeking out additional funding for supportive services and services partnerships, this approach is too limited. NAHMA members believe this shift towards licensed services blurs the line between assisted living facilities, nursing homes and the Section 202 program. HUD's approach neglects a number of supportive services programs at the state and local levels that do not require licenses, which may be just as effective for assisting the elderly population living in a 202 property.

Furthermore, licensing requirements vary from state to state, effectively creating 50 different ways to administer services coordinated with the Section 202 program. Obtaining licensed services is also time consuming and expensive, which may place an excessive burden on Section 202 applicants who are seeking to improve their preferences for selection. These

services may also be expensive for the property—once it is in operation—to administer, limiting the resources they have available to assist their elderly residents.

Instead, NAHMA suggests considering a preference in the notice of funding availability (NOFA) for those applicants that can provide supportive services geared toward serving the frail and near-frail elderly, without defining any specific funding or service providers. This eliminates the limited focus issue while allowing the provision of services to meet a variety of elderly needs and help elderly tenants successfully age in place.

Section 202 Allocation of Funding

NAHMA is intrigued by HUD's proposal to allocate and award funds over larger geographical areas, depending on the housing needs of elderly popula-

tions. NAHMA is interested in having further conversation with the Department on this subject.

COMMENTS SPECIFIC TO THE SECTION 811 REFORM ACT

Section 811 Delegated Processing

NAHMA is supportive of the inclusion of delegated processing for the Section 811 program in the draft legislation. Allowing the processing of Section 811 applications through state and local housing agencies may help cut down on the time it takes to approve an application and allocate funding, speeding up the process of creating new housing for the disabled.

TESTING RECOMMENDED

NAHMA is urging HUD to reconsider writing such major changes into the statutes before testing the impact under small demonstration programs. **NN**

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Chris Jenkins
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NAHMA Announces 2011 Vanguard Award Program Deadline

The deadline for submissions for NAHMA's 2011 Affordable Housing Vanguard Award is April 15, 2011.

The Vanguard Award (<http://www.nahma.org/content/vanguard.html>) celebrates

The Vanguard Award celebrates success in the multifamily affordable housing industry by recognizing and benchmarking new, quality multifamily affordable housing development.

brates success in the multifamily affordable housing industry by recognizing and benchmarking new, quality multifamily affordable housing development. The award:

- Pays tribute to developers of high-quality affordable housing;
- Demonstrates that exceptional new affordable housing is available across the country, and that it is a positive addition to any neighborhood;
- Demonstrates that the affordable multifamily industry must be creative and innovative to create exceptional properties given the financing and other challenges to development;
- Highlights results of private-public partnerships required to develop today's affordable housing; and
- Shares ideas for unique design and financing mechanisms with industry practitioners to further stimulate creative development in the affordable multifamily industry.

The Vanguard Award complements NAHMA's Communities of Quality® (COQ) National Recognition Program (<http://www.nahma.org/content/coq.html>), through which multifamily properties are certified as having achieved a high standard of excellence in the way they are managed, the services they provide residents, the experience and training of personnel, and other criteria.

However, newly developed properties are too new to meet criteria of NAHMA's

COQ National Recognition Program (particularly in the inspection and financial audit categories), hence the creation of the Vanguard Award to recognize these properties. As the properties mature, they will become eligible—and will be

encouraged—to enter NAHMA's COQ National Recognition Program.

VANGUARD AWARD CATEGORIES

- A. New Construction (two subcategories: over 100 units and under 100 units)
- B. Major Rehabilitation of an Existing Rental Housing Community
- C. Major Rehabilitation of a Non-Housing Structure into Affordable Rental Housing
- D. Major Rehabilitation of a Historic Structure into Affordable Rental Housing

WHO MAY APPLY

Affordable multifamily housing communities that are less than three years old (as of April 15, 2011) may apply (based on date of completion of new construction or completion of major rehab). Affordable is defined as a property participating in a government funded, insured or otherwise sponsored program that results in rents that are below market-rate housing.

WHERE AND WHEN TO APPLY

Applications should be submitted to NAHMA by April 15, 2011. Please email the PDF application to NAHMA at elizabeth.tucker@nahma.org, or mail a CD containing the PDF application to NAHMA Vanguard Award, 400 N. Columbus St., Suite 203, Alexandria, VA 22314.

ENTRY FEES

The entry fee is \$150 per property for members of NAHMA or an AHMA, and \$325 per property for non-members. Please reference the name of the applicant property when submitting payment, via either credit card at the NAHMA Webstore at www.nahma.org, or via check payable to NAHMA and mailed to NAHMA Vanguard Award, 400 N. Columbus St., Suite 203, Alexandria, VA 22314.

THE JUDGING PROCESS

NAHMA will convene a distinguished panel of multifamily affordable housing practitioners in late April 2011 to conduct the judging process.

THE AWARDS CEREMONY

Winners of the Affordable Housing Vanguard Awards will be recognized at an awards ceremony at the NAHMA Summer Meeting in June 2011 in Las Vegas.

BEYOND THE RECOGNITION

Other benefits of participation include:

- A congratulations letter and certificate;
- A draft press release for use with local media;
- A draft letter for sending to Congressional representatives;
- A free subscription to *NAHMA News* (\$100 value);
- A crystal award;
- Inclusion in a press release distributed by NAHMA to national media and trade press; and
- Inclusion in a detailed article on award winners in *NAHMA News* and on the NAHMA website.

HOW TO APPLY

Applications must be submitted in PDF format. For full details on how to apply, see www.nahma.org/content/vanguard.html. **NN**

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Once Again, Highlighting Exemplary Communities

FOR THE 17TH CONSECUTIVE YEAR, NAHMA'S NATIONAL Communities of Quality® Awards Program has distilled the entries to this competition and come up with the most distinguished of many excellent properties.

Properties designated as National Communities of Quality® award winners stand out on the basis of the physical, financial and social conditions that exist at the federally subsidized properties owned and/or managed by NAHMA members. The winners also illustrate the high quality of life enjoyed by their residents, and the value they bring to the larger communities through their numerous partnerships and collaborations.

"It's quite an accomplishment to be named a National Community of Quality® Award winner," said Kris Cook, executive director of NAHMA. "The competitive process pits outstanding properties against one another, and we cull through the entries until we find the ones that really stand out. Every year, this seems to get harder and harder, which shows how diligently our members are taking care of their properties and their residents."

"Anybody who looked at the entrants, and especially the winners, of the National COQ Awards program couldn't help but be impressed with the quality of the housing and the services provided to residents," said NAHMA President Scott Reithel. "Our members' communities are real assets to their communities."

For the sixth straight year, HD Supply™ Multifamily Solutions has co-sponsored the COQ program. Walter Morgan, National Accounts Manager, said his company continues to value the dedication of COQ Award winners to maintaining safe, sound and attractive properties.

The COQ awards will be presented at NAHMA's annual winter meeting, March 6-8, 2011, in Washington, D.C.



EXEMPLARY FAMILY DEVELOPMENT

Park Spring Apartments Spring City, PA

OWNER: Interstate Realty Management Company

MANAGEMENT: Interstate Realty Management Company

AHMA: PennDel AHMA

Park Spring Apartments is a 151-unit, garden-style townhouse, Section 8 property developed in 1979. Its residents are diverse: 64 percent African American, 31 percent Caucasian, 5 percent Hispanic and .5 percent Asian. It is home to 224 children, 121 adult single-heads-of-household, 4 nuclear families, 18 single adults and nine seniors.

Park Spring Apartments prides itself on its numerous partnerships that benefit not only the residents they serve but also the larger community. These partnerships include the school district, hospital, churches, police and fire departments, social service agencies such as the Chester County 4-H program, the Women's Resource Center, the YWCA,

RIGHT: Walton Manor—a beautiful brick home is part of the community; the back porch leads to a large backyard featuring a deck and picnic area (next page, top).



the Girl Scouts, Project Outreach and many others. The result is an intense focus on children and learning, numerous opportunities for health and wellness activities, support groups, programs for distribution of food, cribs and Christmas gifts, and fire-safety programs, among many others.

EXEMPLARY DEVELOPMENT FOR PERSONS WITH SPECIAL NEEDS

Walton Manor Augusta, GA

OWNER: Walton Rehabilitation Health System

MANAGEMENT: Walton Residential Services

AHMA: SAHMA

More than 13 years ago, Walton Rehabilitation Health System (WRHS),

a rehabilitation hospital that primarily serves those with spinal cord or brain injuries, orthopedic injuries, neuromuscular diseases such as Parkinson's disease, stroke survivors, amputees, and those with visual impairments, undertook a needs assessment of individuals with disabilities. The study revealed a woeful lack of accessible and affordable housing for people who no longer needed to be in the hospital. Many disabled individuals were living in nursing homes not designed to meet their needs for independence, and low-income people were especially prone to inadequate care and a lowered quality of life.

WRHS realized that not all individuals with disabilities could live totally independently in their own apartments. They therefore designed a five-bedroom group home—Walton Manor—to meet the needs for individuals with mental and physical disabilities. In addition, WRHS has successfully applied for and received funding for 13 different Section 202 or 811 properties between 1993 and 2010. At Walton Manor, each accessible apartment has wide doorways, low-level electrical switches and thermostats, completely accessible bathrooms and kitchens and a main-



LEFT: Park Spring Apartments (clockwise, starting upper left) Children's Community Safety Day; Hope Springs equestrian summer camp; beautiful fall foliage; and Food for Thought—residents' on-site organic garden.



tenance staff that will install necessary fixtures for free. Residents are assisted with activities of daily living such as cooking, shopping, cleaning and the purchase of specialized adaptive equipment. A partnership with Serenity Behavioral Health Systems provides services and support. Because of the quality of care received at Walton Manor, five women enjoy a quality of life equal to, if not better than, many people without disabilities.

EXEMPLARY DEVELOPMENT FOR THE ELDERLY

The Meadows North Smithfield, RI

OWNER: Achieving the Dream, LP

MANAGEMENT: First Realty Management Co.

AHMA: NEAHMA

The Meadows is a vibrant, beautifully conceived housing community for the elderly that offers a quality home at a price residents can afford, thanks to a complex array of federal, state, local and nonprofit funding sources.

The Meadows, completed in 2008, features an energy efficient, green design. It is the first multifamily property in Rhode Island with a state-of-the-art geothermal heating and cooling system, Hardiplank siding, Energy Star-rated appliances and efficient light fixtures, as well as an abundance

of natural lighting. Attention to detail in the interior and exterior of the building add to residents' comfort and well-being. The

Meadows resembles a colonial New England village. The property includes a Wellness Center, a hairdresser's salon, a café area and numerous social events, such as pot luck suppers, holiday parties, card games and similar events. Local high school students and VISTA volunteers helped create a community garden. The Meadows is a high-quality, service-enriched community for a population with fixed incomes and specific housing needs, and the management staff does all it can to ensure that its residents age in place gracefully.

OUTSTANDING TURNAROUND OF A TROUBLED PROPERTY (TIE)

Andrews Terrace Apartments Rochester, NY

OWNER: Andrews Terrace, LLC

MANAGEMENT: WinnResidential

AHMA: NYAHMA

Andrews Terrace is a two-building high-rise complex that served elderly,



RIGHT: The Meadows' beautiful facade.

BELOW: Andrews Terrace Apartments—exterior and a fully remodeled living room are pictured.



handicapped and disabled residents in 526 apartments. Originally built in the early 1970s and known as Crossroads, it experienced a full-scale redevelopment in 2005.

The design phase of this renovation enabled a more inviting and user-friendly approach to both the interior and the exterior of the buildings. All interiors were redone, with new kitchen cabinets, carpeting, appliances, energy-efficient lighting, bathroom repairs and energy-efficient windows. A wide and inviting glass hallway on the first floor was added to link the two buildings, the hallways were painted in warm tones and artwork was added to give Andrews Terrace an updated and peaceful feeling. Old and dying trees and bushes were replaced with beautiful and colorful plantings.

A back courtyard was enhanced by a resident garden, a horse-shoe pit, a bocce ball court, a shuffle board court and 50 flowering trees. Many of the residents had lived in poor conditions at the site known as Crossroads and are now thrilled with the results of the renovation.

Delaware Manor Grand Rapids, MI

OWNER: Citizens for Better Living

MANAGEMENT: Paragon Management Inc.

AHMA: MAHMA

Delaware Manor is a 47-unit apartment complex for the elderly. In 2007 it underwent an upgrade of all of the apartments and common areas. The roof and parking lot were replaced, as was landscaping, fencing and signage.





Individual units received new carpeting, tile, cabinets and appliances. The laundry room and community room were re-done, and the conservatory had new skylights installed.

Residents benefit from the availability of an onsite service coordinator who assists them with linkages to support services provided by public or private agencies. There is a weekday meal program, a HUD-approved Neighborhood Network Center, educational programs, inter-generational programs, activities such as crafts and exercise classes, and other services such as home health care, visiting physicians and nurses and seminars. Using some creativity, Delaware Manor was able to add a full-time security officer for the cost of a rent-free unit and \$200 per month, saving the community over \$50,000 annually. The security officer is a retired Kent County deputy whose presence has greatly discouraged criminal activity and given residents an even greater sense of security. Delaware Manor residents enjoy the comforts of a home

without maintenance and worry, with a caring and professionally trained staff.

EXEMPLARY SINGLE-ROOM-OCCUPANCY (SRO)

The Commons at Grant Columbus, OH

OWNER: The Commons at Grant Limited Partnership

MANAGEMENT: National Church Residences

AHMA: MAHMA

The Commons at Grant is a 100-unit affordable apartment community in downtown Columbus. Fifty apartment units are designated for disabled individuals whose annual earnings are less than 60 percent of area median income. The remaining 50 units are part of Columbus's "Rebuilding Lives" initiative, administered by the Community Shelter Board as part of Central Ohio's effort to end chronic

ABOVE AND RIGHT: Delaware Manor—sun room; main entrance; a resident enjoys the lounge; and a community kitchen is pictured.





ABOVE AND RIGHT: The Commons at Grant exterior and entrance.

homelessness. These units offer permanent, supportive housing for formerly homeless residents whose earnings are below 30 percent of area median.

Each apartment has approximately 404 sq. ft., including spaces for living and sleeping; a fully equipped kitchen; and a full, private bath. All units offer closet space, built-in book shelves, and cabinets for storage. All units are ADA compliant. Common areas include



a large community room and kitchen for social, recreational and educational activities as well as a common laundry area. Staffing includes a vice president of supportive housing who is responsible for developing and implementing program initiatives, overseeing community relations, hiring, training and supervising key personnel, and managing fiscal and programmatic functions. A maintenance technician oversees building maintenance, and there is reception/security staff member who controls access to the building and monitors the grounds.

Corporate Support for COQ Awards



NAHMA wishes to thank the following corporate partners for their achievement and support of the Communities of Quality® National Recognition program.

AIMCO
American Baptist Homes of the West (ABHOW)
CSI Support and Development Services
First Realty Management
Metropolitan Associates
PRD Management
Spear Management
TESCO
Walton Community Services
Westminister Company
WinnResidential

For more information on the Communities of Quality® Award program, visit NAHMA's web site at www.nahma.org.

Residents are free to enter and exit the building at all times, although guests must exit by 11:45 p.m. unless approved in advance. Rental assistance is available to all 100 units through dedicated Project-based Section 8 vouchers. **NN**

Educational Foundation Seeking Scholarship Applications

AS THE NAHMA EDUCATIONAL FOUNDATION National Scholarship Program enters its fourth year, the Foundation is promoting the program nationally to NAHMA members across the country in an attempt to secure completed applications from every state and territory.

"In the first three years, we have had a strong response from AHMAs east of the Mississippi, Texas and California," said Wayne Fox, chairman of the Foundation. "This year we are eager to secure more applications from the heartland and the Pacific Northwest. We really want to encourage our member management companies to make their residents aware of this great program so that our recipient list represents students from across the nation. We plan to put on the full court press so to speak to get out the applications."

In 2010, the Foundation awarded 35 scholarships worth \$35,000, and over the life of the program has awarded \$145,000. Student recipients have attended a variety of differ-

ent colleges, community colleges and trade and/or technical schools.

An individual must have a high school diploma or GED and be a resident in good standing at an AHMA affiliated property in order to be eligible. The 2011 application can be accessed by going to www.nahma.org and clicking on the "NAHMA Educational Foundation" icon found on the homepage. All applications must be filed online, and the deadline for completed applications is 10 p.m. Eastern Time on May 18, 2011.

There is still plenty of time before the deadline to make residents aware of this terrific resident benefit program. In this difficult economic time, funding to attend school for affordable housing residents can be tough to come by, so encourage your residents to file an application before the deadline. It could mean the difference between their being able to attend school or not. What a terrific way to support individual and community development. **NN**

HUD Explains REAC Postponement Procedure

HUD has responded to NAHMA's request for written procedures to follow when an owner/agent (O/A) needs to request a delay in a REAC inspection. A letter from Robert G. Iber, Acting Director of the Office of Asset Management, provides (1) a clarification of the Department's procedures for postponing or cancelling the physical inspection of a multifamily property, and (2) a publicly-available, written explanation of the process.

According to the letter, under HUD's current guidelines, the inspector is responsible for negotiating a mutually agreeable date and time for the inspection with the authorized property representative. While scheduling is intended to be by mutual agreement, HUD expects the date scheduled to be within a reasonable proximity of the dates proposed by the inspector. An inspector should contact an owner or an owner's authorized property representative at least 15 days in advance to schedule a date and time for a physical inspection.

If an O/A is contacted by an inspector to schedule a physical inspection and wishes to postpone or cancel an inspection for good cause, he or she must contact the Hub or Program Center (Field Office) that has jurisdiction over the property to

request a postponement or cancellation. Reasons for good cause include but are not limited to:

- The property is under an approved plan for major rehabilitation;
- A Presidentially-declared disaster or emergency precludes the property from being inspected; and/or
- Recent fire, water or other damage is so extensive that the inspector can not inspect a representative sample of buildings/units. If the extent of the damage will not prevent the inspector from inspecting a representative sample of the buildings and/or units, then the owner should contact the Hub or Program Center to request that the damaged units and/or buildings be taken off-line for the inspection.

Other factors that weigh into the decision of whether or not to approve a cancellation/postponement include but are not limited to the following:

- The last two or three physical inspection scores;
- The date of the last physical inspection;
- Whether a Notice of Violation or Default was recently issued; and
- The rating of the last Management and Occupancy Review (MOR).

The owner/agent is free to alert the Field Office of the request by telephone, but a formal written request must follow.

The request must provide:

- A reasonably detailed explanation of why the physical inspection should be canceled;
- The date and scores of the last two physical inspections; and
- An estimated date of when the physical inspection should take place.

Requests for a postponement or cancellation of a physical inspection are reviewed by the Field Office and Headquarters on a case-by-case basis. The Field Office will review the written request and inform the owner if the request is denied. If the Field Office agrees with the owner's request, it forwards the request to the Office of Asset Management in Washington, DC for approval.

If headquarters denies the request, it informs the Field Office. The Field Office is responsible for conveying this information to the owner. If headquarters approves the request, it notifies the Real Estate Assessment Center (REAC) by email of the cancellation or postponement and copies the appropriate staff at the Field Office.

The letter closed by thanking NAHMA for bringing to HUD's attention that there was no information on its public website about how to postpone or cancel a physical inspection. **NN**

DUNS Number and CCR Are New Requirements

ON AUGUST 16, 2010, AN INTERIM RULE required Project-based Section 8, Section 202 and Section 811 property owners to register in the Central Contractor Registry (CCR) and obtain a DUNS number in order to continue receiving assistance payments.

The CCR is the primary vendor database for the U.S. federal government. A DUNS number refers to the Data Universal Numbering System developed and regulated by Dun & Bradstreet (D&B) that assigns a unique numeric identifier to a single business entity. It is a common standard worldwide.

The rule appears in the July 15, 2010 *Federal Register* as "Conforming Changes to Applicant Submission Requirements; Implementing Federal Financial Report and Central Contractor

Registration Requirements."

A DUNS can be obtained by going to <http://fedgov.dnb.com/webform>. Help is available at Dun & Bradstreet at govt@dnb.com or through the DUNS Numbers Help Hotline at 866-705-5711.

To obtain a CCR registration, go to www.bpn.gov/ccr/default.aspx. and CCR Assistance can be obtained through the Federal Service Desk Help Line at 1-866-606-8220.

The *Federal Register* notice can be accessed at www.hud.gov/offices/adm/grants/ffrcrrqmts.pdf.

On January 5, 2011, HUD released Notice H 2011-01 to clarify DUNS and CCR requirements for multifamily owners. The notice is available on NAHMA's HUD webpage (www.nahma.org/member/HUD.html). **NN**

Industry Award Winners Excel in Leadership

NAHMA is once again proud to announce its Industry Award winners—men, women and organizations representing the best the industry has to offer in terms of leadership, partnership, commitment and innovation. The following awardees—plus one secret, the recipient of the President's Award—will receive their kudos at the winter meeting March 6-8 in Washington, D.C. Their accomplishments are so pronounced that it will take this article, and a longer one in the next issue of *NAHMA News*, to really give them their due.

NAHMA INDUSTRY STATESMAN

This award goes to industry leaders whose dedication to NAHMA, the local AHMA and the affordable housing industry are a constant source of inspiration.

James Henderson, Jr.—has been involved in affordable housing since 1971. He joined Interstate Realty Management Company in 1982. IRM has become recognized nationally for its quality development and comprehensive supportive services. He serves on the board of the New Jersey AHMA and is a past board member of NAHMA.

Allan B. Pintner—was Vice President and Real Estate Broker for Millennia Housing Management, Ltd. until his retirement in 2010. He is a past President and a member of MAHMA, among others.

NAHMA INDUSTRY ACHIEVEMENT

The following awardee is recognized for his ever-increasing level of service, the strategic nature of this service and his commitment to affordable housing.

Christopher White's career in affordable housing began in 1970. Since 1978 he has served as Executive Director of SK Management, LLC. He is a Past President of AHMA-PSW and served on the board of NAHMA.

NAHMA INDUSTRY PARTNER

The following awardee deserves a great deal of appreciation for her oversight of the largest tax credit portfolio in the nation—among many other accomplishments.

Rose Guerrero is a life-long resident of California who has been with the State Treasurer's Office for 19 years, the past 13 with the California Tax Credit Allocation Committee. She has been an extremely supportive of the work of both AHMA-PSW and AHMA-NCNH.

AHMA OF THE YEAR

Regardless of size, these organizations go all out for their members and serve as role models for other AHMAs around the country.

SAHMA (Large)—SAHMA's focus on membership services, training and education ensures its significant membership. In 2010 SAHMA trained 700-plus students by year's end.

AHMA-PSW (Medium)—AHMA-Pacific Southwest (PSW) had record-breaking numbers of attendees at its annual seminar, educational classes, certification classes, AHMA Drug-Free Calendar contest submissions, AHMA-PSW Foundation Scholarships awarded and industry awards presented.

PennDel AHMA (Small)—PennDel AHMA continues its focus on training and credentialing, and actively encourages participation in the COQ program, the AHMA Drug Free Kid poster contest, and the NAHMA Educational Foundation scholarship program, among others. In 2010 it contributed \$5,500 to the NAHMA Educational Foundation, a 550 percent increase over the previous year.

AHMA MEMBERSHIP RECRUITMENT AWARD

This award is presented to an organization that consistently achieves outstanding member-recruitment levels of members in relation to its size and history.

SAHMA (Large)—In 2010 SAHMA followed up on approximately 125 leads and recruited 52 new members, giving it a 40 percent success rate. Despite the downturn in the economy, it maintained an 88.8 percent retention rate.

Oregon AHMA (Small)—Oregon AHMA increased its membership by focusing on a full spectrum of training programs. The AHMA offers free registration to its annual conference for each new member company, scholarships to members with tight budgets, and discounted or free programs.

AHMA INNOVATION AWARD

This organization is recognized for innovative approaches to challenges at their sites and/or in their communities.

MAHMA (Midwest AHMA)—MAHMA partnered with Indiana Quadel for its annual Agent Owner Update, providing marketing and administrative assistance that led to an outstanding conference, new members in MAHMA and an enduring partnership with Quadel.

AHMA COMMUNITIES OF QUALITY® AWARD

NAHMA is pleased to acknowledge those organizations with the highest number of COQ properties based on AHMA size.

SAHMA (Large)—2010 was a banner year for participation in the COQ Award Program among SAHMA members; more than 56 properties have joined the program. Two hundred and forty-five SAHMA properties have been accepted into the program, and at the March 2010 NAHMA meeting, one of SAHMA's members received a national COQ Award.

PennDel AHMA (Small)—boasts 49 Communities of Quality in its membership, which represents 90 percent of the PennDel management companies that participate in NAHMA. In addition, three management company members of PennDel AHMA are COQ Corporate Partners, a distinction held by only 11 companies across the nation.

NAHMA MEMBERSHIP RECRUITMENT

This award goes annually to a NAHMA member who leads in new member recruitment for the previous 12-month period (based on data maintained by NAHMA staff).

Rocky AHMA—serves the needs of industry members in Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming. Its members manage approximately 60,000 units of HUD, RHS and tax credit-financed affordable housing.

NAHMA COMMUNITIES OF QUALITY® AWARDS

This annual award is given to the NAHMA members with outstanding participation in the NAHMA National Recognition Program COQ Registry (based on data maintained by NAHMA staff).

CSI Support & Development Services—CSI is a nonprofit consumer cooperative that provides affordable housing for elderly and special needs residents in 54 apartment buildings in four states. CSI had the most Nationally Recognized Communities of Quality in 2010.

AIMCO—AIMCO has the most overall Communities of Quality members and award winners. AIMCO is an unwavering supporter of NAHMA's COQ National Recognition program. Headquartered in Denver, AIMCO owns one of the largest portfolios of apartment communities, both conventional and affordable.

NAHMA PRESIDENT'S AWARD

This award is announced and presented at NAHMA's annual Winter Meeting, March 6-8, 2011, in Washington, D.C. **NN**

REGULATORY WRAP-UP

ON OCTOBER 13, 2010, THE WHITE HOUSE DISCUSSED proposals from a dozen academics and practitioners on ways in which the federal government can improve national rental housing policies. The conference was hosted by the White House Rental Housing Working Group, which is composed of the White House Domestic Policy Council (DPC), National Economic Council (NEC), Office of Management and Budget (OMB) and the U.S. Departments of Housing and Urban Development (HUD), Agriculture (USDA), and the Treasury. This is part of a larger effort to develop both short-term and long-term rental policies that complements the Administration's efforts to reform the housing finance system.

For a summary posted by HUD Secretary Shaun Donovan, go to www.whitehouse.gov/blog/2010/10/14/developing-long-term-solutions-some-country-s-most-significant-housing-challenges.

After the conference, DPC has initiated a procedure for collecting and vetting additional proposals. These proposals were due by November 30, 2010. NAHMA will keep its members informed of any outcomes as the Administration considers its Next Generation Housing Policy. **NN**

HUD NEWS

HUD RECENTLY PUBLISHED ITS NOTICE OF FUNDING AVAILABILITY (NOFA) for FY 2010 Emergency Capital Repair Grants for Multifamily Housing Projects Designated for Occupancy by the Elderly in the *Federal Register*. A copy of the notice may be found at <http://edocket.access.gpo.gov/2010/pdf/2010-31114.pdf>.

ON NOV. 30, HUD RELEASED A REVISED CHAPTER 14 OF THE 4350.1 ASSET MANAGEMENT HANDBOOK. Chapter 14 deals with Partial Payment of Claims. HUD explained: "This Chapter provides guidance when circumstances beyond the owner's control result in a default of the insured mortgage. It may be in HUD's best interest to pay a Partial Payment of Claim (PPC) or authorize the modification of an insured note. This process is intended to assist the owner with meeting project debt obligations. Potential benefits include preserving or providing affordable housing, stabilization

FY 2011 OCAFS


HUD HAS RELEASED THE FY 2011 OCAFS, which are effective February 11, 2011. Nationwide, the average OCAF for FY 2011 is 1.7 percent. In a policy reversal, HUD changed the methodology for calculating OCAFs.

The *Federal Register* notice explains, "FY 2011 OCAFs are calculated as the sum of weighted average cost changes for wages, employee benefits, property taxes, insurance, supplies and equipment, fuel oil, electricity, natural gas, and water/sewer/trash using publicly available indices. The weights used in the pre-FY 2008 OCAF calculations for each of the nine cost component groupings have been updated using current percentages attributable to each of the nine expense categories. Average expense proportions were calculated using the most recent three years of audited Annual Financial Statements from projects covered

by OCAFs. The expenditure percentages for these nine categories have been found to be very stable over time, but using three years of data increases their stability. The nine cost component weights were calculated at the state level, which is the lowest level of geographical aggregation at which there is enough projects to permit statistical analysis...."

For several years, NAHMA has strongly urged HUD to "revisit its method for determining the OCAF, with emphasis on timely application and an accurate representation of operating cost increases." NAHMA is interested in receiving feedback from members about whether the FY 2011 methodology is helpful.

For more information, please see Notice of Certain Operating Cost Adjustment Factors for 2011 at <http://edocket.access.gpo.gov/2010/pdf/2010-28170.pdf>. **NN**



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Three Great Books!

Green Housing: A Practical Guide to Green Real Estate Management

A great primer—it covers all the basic concepts for creating a green operation and maintenance plan. Perfect for owners, developers or managers who want to go green.
\$35 per copy plus \$5 shipping and handling.

A Practical Guide to Tax Credit Housing Management

This study guide for the Specialist in Housing Credit Management (SHCM) certification program covers key concepts in the Low Income Housing Tax Credit program and is a must for every tax credit property manager!
\$25 for members; \$30 for non-members. (Add \$3 shipping per copy.)

Understanding Insurance and Risk Management

This user-friendly publication is an informative yet easy-to-read primer for front-line property management staff. Includes many practical checklists, sample policies and forms. Every property manager should have a copy!
\$35 for members; \$40 for non-members.

Order at www.nahma.org/store/index.html
or call Rajni Agarwal at 703.683.8630, ext.15.
Quantity discounts available.



NAHMA

HUD NEWS, continued from page 27

of project operations, curing the existing default, and maximizing returns to the insurance fund.” Specific policy changes from the previous version of Chapter 14 were summarized in Mortgagee Letter 2010-32. For more information, please see Multifamily Asset Management and Project Servicing (Chapter 14) at www.hud.gov/offices/adm/hudclips/handbooks/hsg/4350.1/index.cfm.

HUD POSTED ITS PROPOSED RULE TO AMEND CERTAIN FEDERAL HOUSING ADMINISTRATION (FHA) REGULATIONS to update the multifamily housing FHA closing documents to reflect current HUD policy in the area of multifamily rental projects. A copy of this proposed rule can be found here: <http://edocket.access.gpo.gov/2010/pdf/2010-28420.pdf>. HUD has given the industry an opportunity to comment on this proposed rule, which NAHMA will do based on comments from its membership.

USDA-RURAL HOUSING SERVICE HAS PUBLISHED ITS FY 2011 NOFA FOR THE SECTION 515 MULTIFAMILY PRESERVATION DEMONSTRATION PROGRAM. It can be accessed by clicking here: <http://edocket.access.gpo.gov/2010/pdf/2010-28253.pdf>.

ON NOVEMBER 2, 2010, NOFAS WERE POSTED IN THE FEDERAL REGISTER FOR THE PUBLIC AND INDIAN HOUSING FAMILY SELF-SUFFICIENCY PROGRAM and the Resident Opportunity and Self-Sufficiency Service Coordinators Program. Also published was a correction to the Choice Neighborhood Initiative (Round 1).

HUD PUBLISHED A PROPOSED RULE FOR THE HOUSING TRUST FUND on Friday, October 29, 2010 in the *Federal Register*. The proposed rule contains the regulations for implementing the Housing Trust Fund and the allocation formula for distributing its funding to create housing for extremely low-income families. A copy of the proposed rule can be found at <http://edocket.access.gpo.gov/2010/pdf/2010-27069.pdf>. NN

Using the Internet to Share Affordable Housing

SHORTLY AFTER JOHN YANG'S family emigrated from Vietnam, they lived in an affordable housing complex in Flagstaff, Arizona that was managed by the Flagstaff Housing Authority. They lived there for about three years.

This experience made a big impression on Yang. It gave his family a foundation for the future. He never forgot this. After graduating with a degree in industrial design from California State University, Long Beach, he worked several years in the consumer electronics field and eventually joined Web Booth Corp., one of the primary developers in the out-of-home digital Internet broadcast advertising field.

In 2004, Yang was introduced to David Layfield, CEO of Affordable Housing Online. Launched in 2001, Affordable Housing Online is the first online directory created to help low income renters find affordable housing. Anticipating that the affordable housing industry would gradually gravitate towards competitive online marketing, similar to that of conventional apartment listings, Apartmentsmart.com, Inc. was launched in 2004.

As Yang began learning about the affordable housing industry, he was inspired to apply his knowledge and skills in this industry. "I was looking for something that would be a challenge and be life inspiring," he said of his career change.

DEVELOPING A VALUABLE TOOL

His goals became clear: to raise awareness of affordable housing, to develop a valuable tool for managers to efficiently market their communities and, most importantly, to advocate for and connect with low-income renters so all could be able to find a decent place to live.

"The more I learned about affordable housing and the stigma towards it, I realized that the public didn't understand what it was all about, and they tended to shy away from it.

"I thought I could kill two birds with one stone by helping renters understand that there is good quality affordable housing out there, housing that is often better built than conventional housing down the street." ApartmentSmart.com's easy mapping capability allows potential renters to quickly find, compare and save on all rental housing options, including affordable as well as market-rate housing.

"More and more people are finding out about the site and traffic is up considerably," he said. "I relate to the plight of poor people, and say to their friends and family, 'Hey, when people are down and out, everybody should try and help each other because, if you don't, they'll end up at your house.' That's a powerful incentive to take advantage of what Apartmentsmart.com has to offer."

WHY JOIN NAHMA?

Yang said being an affiliate member of NAHMA "helps us learn the flipside—not of what the renters need, but of what the managers need.

For four years Yang and his partner have been active in NAHMA, helping the organization create the NAHMA Maps Project and the 2011 NAHMA Affordable 100, a list of the 100 largest affordable multifamily property management companies."

As a benefit to the property owners, ApartmentSmart.com can track every call received. A management company



can pay to be listed, although there's a free general listing as well.

As part of its affiliation with NAHMA, ApartmentSmart.com lists every affordable housing property in the country. They did the same for The Council for Affordable and Rural Housing (CARH).

HUD has also contacted ApartmentSmart to provide data for them, and intends to use the Housing Locator service in the case of future disasters.

SHOWCASING RAISES AWARENESS

Yang considers showcasing quality affordable properties to be a kind of advocacy. "We ask the properties for their best pictures and we assist them in writing property descriptions that depicts them in the best possible light," he said. "Often it's the first time they've ever advertised online. Sometimes the renters' expectation is that affordable housing is rundown and overcrowded. We're trying to alter that image.

"Often renters don't recognize that they qualify for affordable housing. It's important to us to let them know they have options."

"There is a perception that low-income renters are least likely to use the Internet," Yang said, "when in fact, low income renters are some of the highest users of online apartment search. A lot of the users on our site are young adults, 15-to-25, who are helping their family members search for housing." The eight employees of ApartmentSmart are energized by the ever changing and ever growing environment and business potential, which is proven by its 30% yearly growth. "Our mission is to provide a simple and accessible tool that highlights all affordable housing options and resources in real time." **NN**

EDUCATION CALENDAR

For information on specific classes being offered, please contact the AHMA or organization directly.

All dates and locations are subject to change.
For the most up-to-date listings, visit the NAHMA website at www.nahma.org/content/mem_calendar.html.

FEBRUARY

1
Top 10 REAC Mistakes Everyone Makes
Detroit, MI
Audra Garrison, MAHMA
(888)-242-9472

8
FHC
MA
Julie Kelliher, NEAHMA
(781) 380-4344

8-10
CPO
San Diego, CA
Debbie Hawkins, AHMA-PSW
(866) 698-2462

9
Membership Meeting
Long Beach, CA
Debbie Hawkins, AHMA-PSW
(866) 698-2462

9
LIHTC File Audit
MA
Julie Kelliher, NEAHMA
(781) 380-4344

15-17
Certified Professional of Occupancy (CPO)
MA
Julie Kelliher, NEAHMA
(781) 380-4344

16
Fair Housing
St. Louis, MO
Sue Streck, HAHMA
(816) 749-4666

16-17
OSHA Certification Training
MA
Julie Kelliher, NEAHMA
(781) 380-4344

22
RI Quarterly Meeting
RI
Julie Kelliher, NEAHMA
(781) 380-4344

22-23
Arizona Annual Meeting
Tucson, AZ
Debbie Hawkins, AHMA-PSW
(866) 698-2462

23
MA Quarterly Meeting
MA
Julie Kelliher, NEAHMA
(781) 380-4344

24
CT Monthly Meeting
RI
Julie Kelliher, NEAHMA
(781) 380-4344

25
Nevada Annual Seminar
Las Vegas, NV
Debbie Hawkins, AHMA-PSW
(866) 698-2462

MARCH

10
Human Resources
Los Angeles, CA
Debbie Hawkins, AHMA PSW
(866) 698-2462

10
Fair Housing Maintenance
Riverside, CA
Debbie Hawkins, AHMA PSW
(866) 698-2462

17
REAC
Michael Alexander, AHMA
East Texas
(713) 957-2462

21
Dreaded 2530 & Apps
Los Angeles, CA
Debbie Hawkins, AHMA PSW
(866) 698-2462

23-25
CPO
Mt. Laurel, NJ
JoAnn McKay, JAHMA
(856) 786-9590

24
FHC
Los Angeles, CA
Debbie Hawkins, AHMA PSW
(866) 698-2462

APRIL

5
FHC
East Lansing, MI
Audra Garrison, MAHMA
(888)-242-9472

MAY

4
JAHMA Foundation Golf Outing
Atlantic City, NJ
JoAnn McKay, JAHMA
(856) 786-9590

5-6
Spring Management Event
Absecon, NJ
JoAnn McKay, JAHMA
(856) 786-9590

15-17
Annual Seminar
Los Angeles, CA
Debbie Hawkins, AHMA PSW
(866) 698-2462

17-18
LIHTC Training, SHCM exam
Detroit, MI
Debbie Hawkins, AHMA PSW
(866) 698-2462

JUNE

8
Auditing for Affordable Housing
Columbus, OH
Audra Garrison, MAHMA
(888)-242-9472

10
FHC
Jamesburg, NJ
JoAnn McKay, JAHMA
(856) 786-9590

15-16
LIHTC Training, SHCM Exam
Columbus, OH
Audra Garrison, MAHMA
(888)-242-9472

A Long, Strong Advocate of Training and Education

EVEN AFTER 32 YEARS IN THE affordable housing industry—maybe even **because** she's been in the industry so long—Suzanne Sigmund is not only content but enthusiastic about her career and about the future.

Since 1978, when she got her first job as a leasing agent, Sigmund has risen in the ranks of several companies while also getting engaged in industry organizations. For 10 years she worked for the National Housing Corporation Partnership managing affordable housing in Lock Haven, Pa., where she managed a 150-unit family property before moving up to a senior property manager responsible for about 800 units.

Then she moved to State College, Pa., where she was director of property management for AW & Sons, Inc. She managed an industrial park and 600 conventional units that were home to Penn State students. She was there for three years. "That job was challenging," Sigmund said, "especially after Friday and Saturday night football games, when we had to deal with repairs needed Monday morning." This made her think she'd like to return to affordable housing.

NETWORKING LED TO A JOB CHANGE

Sigmund, holding the certified property manager (CPM) designation, became involved with the Institute of Real Estate Management (IREM), where she was a chapter president for three years for the Central Pennsylvania Chapter in State College. By being the chapter president, she met Michael Simmons, who at the time was VP of Community Realty Management. A few years later, in 1994, Simmons offered her a position as a

property manager for a 200-unit property and then she was quickly promoted to senior property manager of about 350 units at three properties.

In 1997 she and her husband moved to the company's New Jersey headquarters. Within less than two years she had become an executive property manager (the equivalent of a regional property manager), where she oversaw the management of seven properties throughout Pennsylvania, New Jersey and Maryland. In 1999 she was promoted to vice president of occupancy and compliance.

"I created my own department, which eventually consisted of four assistants responsible for maintaining compliance at all of CRM's affordable properties, includ-



nated by NAHMA as a National Affordable Housing Professional-Executive (NAHP-e).

She got involved with PennDel AHMA in 2008 after having been active with IREM for many years. "Because NAHMA and the AHMA's focus solely on affordable

housing, I found their conferences to be really beneficial to me," Sigmund said.

"People associated with NAHMA are very caring, professional individuals," she said. "Their mission is to provide education and improve the quality of affordable housing."

After leading the AHMA's education and training committee, Sigmund became PennDel AHMA's president in 2010. "I feel like I've found my niche," she said. "Every year we grow in membership, offer

"I'm very self-disciplined," she said. "I wanted to make property management a career and move up the ladder."

ing many tax credit properties" she said. "We make sure they follow all regulations and help them prepare for management reviews, and I am the primary trainer with CRM." It wasn't that Sigmund aspired to become an expert in compliance, "It was just always part of every job," she said.

APPRECIATIVE OF TRAINING

Sigmund felt her own need for training and development early on. "I'm very self-disciplined," she said. "I wanted to make property management a career and move up the ladder." In 1992 she earned the Housing Credit Certification Professional (HCCP) from the National Association of Home Builders and in 2009 got desig-

more education and training, and have bigger conferences," she said. "It's a great organization, with an outstanding executive director in Gerri Aman."

Also active nationally with NAHMA, Sigmund serves on its education and training committee, tax credit committee and is a member of its certification review board.

"I appreciate the social networking through these organizations and would advise anybody in the affordable housing industry to take advantage of both the networking and the educational opportunities," she said. "Earning the various certifications and designations is not only the way to better yourself, it's the best way to advance in the field." **NN**

PROTECTING THE INTERESTS OF AFFORDABLE HOUSING PROPERTY MANAGERS AND OWNERS

thelastword BY SCOTT REITHEL, NAHP-e

Blending Experience with New Energy



HERE I AM, THE NEW PRESIDENT of NAHMA. I can hardly believe it. I was young when I started participating in the AHMAs in the late '80s and became active with NAHMA in the '90s. During that time, many of us weren't aware of how much industry advocacy and professional development support was available from the AHMAs and NAHMA.

I began my local AHMA involvement with MAHMA-Wisconsin, when one of my mentors invited me to join the MAHMA board located in Ohio. During my MAHMA presidency, I was encouraged to attend NAHMA meetings. It was a pretty heady experience.

Now after 30 years in the industry, I'm 57, have gray hair and have a history with this housing organization and several others. What I'm seeing at NAHMA and AHMA events is many of us are graying. I strongly believe as an organization we need to mentor and bring in our younger and less experienced staff members and colleagues. I see a lot of organizations getting top heavy with older people, and it's not that experience is bad—it's just

that fresh, new ideas are almost always beneficial to an organization.

As president, I'd really like to see us reach out to our younger, less experienced peers and associates. Remember, NAHMA allows a visitor's first conference registration to be complimentary, making the trip more affordable. The tiered NAHMA membership levels can also help reduce costs.

Hopefully, this information should be good incentive to bring new people to the NAHMA's upcoming winter conference in March (www.nahma.org). New attendees will receive an excellent overview of the legislative process and the important role that they, the AHMAs and NAHMA play in advocating for affordable housing. They will also understand how NAHMA works and discover some excellent networking opportunities. Since the meetings include Sunday, I might also encourage people to bring their families, especially if they've never been to the nation's capital.

Going to your first NAHMA meeting can be pretty intimidating because a lot of

us know each other very well. NAHMA's first-time attendee meeting and mentoring program will assist new attendees in this transition. I also believe it's important to encourage less tenured NAHMA members to participate on committees, so I made it a point to offer some committee assignments to less tenured members who have continually shown energy and enthusiasm to the organization. It is my belief these individuals will bring some fresh ideas and contribute to this important committee work.

Other goals I have as NAHMA's new president are to continue enhancing our educational offerings held in conjunction with the annual National Apartment Association (NAA) summer conference and to broaden affordable housing involvement in "green" issues. Gray hair and all, I'm excited about the challenges of being NAHMA's president and working with all of you to keep our energy high. **NN**

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