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INDIANAPOLIS

24th Annual NASLEF Conference
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September 13 - 15, 2017
Indianapolis, Indiana

 NASLEF



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Early Registration Ends
August 28, 2017

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www.naslef.org and click on the
2017 NASLEF Conference Registration
link or complete the attached form.



24th ANNUAL NASLEF CONFERENCE

September 13-15, 2017

JW Marriott Indianapolis
10 S. West Street, Indianapolis, Indiana 46204
317-882-8554

Join Us!

Join the National Association of State and Local Equity Funds (NASLEF) in Indianapolis, Indiana, for the 24th Annual Conference which provides an unparalleled forum for training and networking, and explores emerging issues and trends impacting our industry.

Local Presence, National Impact

For more than 23 years, the National Association of State and Local Equity Funds (NASLEF), has operated as a professional, nonprofit association formed to promote the efficient management of state and local equity funds. Throughout 41 states, NASLEF Active Members raise capital for affordable rental housing developments that qualify under the Low Income Housing Tax Credit (LIHTC) program. Collectively through 2016, member funds have raised over \$13.8 billion in equity capital for rental housing developments throughout the country, creating or rehabilitating more than 173,488 units of affordable housing in 3,685 developments.



GENERAL INFORMATION

Who Should Attend?

This conference is valuable for staff of state and local equity funds, their advisors, individuals interested in the LIHTC program, and other affordable housing industry professionals.

Dress

Dress is business casual for all meetings, sessions, and events.

Hotel Information

The 24th Annual NASLEF Conference will be held at the JW MARRIOTT INDIANAPOLIS. Winner of three distinct Condé Nast Traveler awards including #5 best hotel in the U.S., the JW Marriott Indianapolis Downtown is a landmark amid the five Marriott hotels connected to the Indiana Convention Center. Adjacent to the convention center, just steps from White River State Park, the Indianapolis Zoo, and many museums, the location is unparalleled. This Downtown Indianapolis hotel is in the heart of world-class shopping and dining, near the State Capitol, Lucas Oil Stadium and Bankers Life Fieldhouse.

JW Marriott Indianapolis

10 S. West Street, Indianapolis, Indiana 46204
317-882-8554

A block of hotel rooms has been secured at the JW Marriott Indianapolis.

Visit <https://aws.passkey.com/go/NASLEFConference2017> to book your room at the reduced rate. Reservations in this room block must be made by August 15, 2017. Reservations made after this date may be subject to higher room rates.

Hotel Parking

- Valet parking is available for \$45 daily.
- On-site parking is \$40 daily.
- Self-parking is off Washington Street past the Courtyard and SpringHill Suites hotels—2nd entrance off Maryland Street.

Transportation/Area Shuttle

The hotel does not provide shuttle service.

- Alternate transportation: Royal Limo; fee: \$45 USD (one way); reservation required
- Bus service, fee: \$10 USD (one way)
- Taxi

Airport Information

Area Airport

- Indianapolis International Airport - IND
- Airport Phone: 317-486-5684
7800 Col. H. Weir Cook Memorial Drive,
Indianapolis, Indiana 46241
(Distance 14 Miles to JW Marriott)

SPECIAL EVENTS

Networking Reception: Skyline Club

September 13, 2017 | 5:00pm - 7:00pm

Join us at the Skyline Club-Indianapolis' most distinguished business private dining club for a cocktail and hors d'oeuvres reception. The Skyline Club is situated on the 36th floor of The One America Building and overlooks the heart of Indianapolis, located just two blocks from the Circle Center Monument. A sophisticated venue featuring cozy seating and high bar tops offers an ideal setting to unwind and network with your colleagues.



Sponsored by



Reception at NCAA Hall of Champions

September 14, 2017 | 5:30pm - 9:00pm

Join us at the NCAA Hall of Champions museum for a reception and buffet dinner. The venue overlooks the beautiful White River State Park. The NCAA Hall of Champions boasts two levels of interactive exhibits to engage visitors: Arena, on the first level, all 24 NCAA sports are represented and include a novice to historian trivial challenge, current team rankings, video highlights, and artifacts donated from colleges around the nation. Play, on the second level, is a fully interactive area to compete virtually and hands-on through sports simulators, a 1930s retro gymnasium, ski simulator and more.



Sponsored by



2017 NASLEF CONFERENCE SCHEDULE

TUESDAY, SEPTEMBER 12

7:00PM - 9:00PM

NASLEF Executive Directors' Dinner

Sponsored by



WEDNESDAY, SEPTEMBER 13

▼ FOR NASLEF ACTIVE MEMBERS ONLY ▼

8:00AM - 4:00PM

Registration and Information Desk

Sponsored by



8:00AM - 9:00AM

Continental Breakfast

Sponsored by



9:00AM - 10:30AM

Concurrent Directors and Asset Management Sessions

■ **Finance Directors' and Fund Managers' Meeting**

(Limited to two people per organization)

This session allows NASLEF Active Member Finance Directors and Fund Managers to informally discuss the state of the industry.

Sponsored by



■ **Asset Management Directors' Meeting**

Roundtable discussion for NASLEF Active Member Asset Management Directors.

Sponsored by



10:30AM - 10:45AM

Refreshment Break

Sponsored by



10:45AM - 12:00PM

■ **Finance Directors' and Fund Managers' Meeting** (Continued)

■ **Asset Management Directors' Meeting** (Continued)

12:00PM - 2:00PM

NASLEF Executive Directors' Luncheon Meeting

(NASLEF Active Member Executive Directors Only)

Sponsored by



12:00PM - 2:00PM

Lunch on Your Own

2:00PM - 4:00PM

Concurrent Roundtables

■ **Young Professional Roundtable**

Inaugural roundtable discussion for future leaders in affordable housing. Meet other professionals, share your experience, and help shape NASLEF for years to come.

2:00PM - 4:00PM

Concurrent Roundtables (Open to Everyone)

■ **Maximizing Performance through Employee Engagement**

In order for an organization to thrive it must have engaged employees. What is engagement exactly? How do we seek to increase engagement and how is engagement measured? This roundtable will discuss the often overlooked, yet critical, topic of employee engagement and how our organizations work to maximize the performance of our most important assets.

■ **Y15 Roundtable**

Disposition strategies for lease-to-own properties have proven to be a challenge. Help contribute to the conversation as we brainstorm options for successful outcomes to these unique portfolios. All topics are welcome as we share best practices for Year 15.

■ **Underwriting Challenges**

A discussion around LIHTC and Historic Tax Credit underwriting topics in the current environment. Topics include: deal structuring, changes in underwriting standards, timelines, investor expectations, solutions to make deals work, and more.

5:00PM - 7:00PM

Networking Reception: Skyline Club

(One American Square, 36th Floor, Indianapolis, Indiana 46204)

Sponsored by  **CAHEC**
Strengthening Communities



THURSDAY, SEPTEMBER 14

8:00AM - 4:00PM

Registration and Information Desk

Sponsored by  **NORTHERN NEW ENGLAND HOUSING INVESTMENT FUND**

8:00AM - 9:00AM

Continental Breakfast

Sponsored by  **KeyBank**

9:00AM - 9:30AM

Welcome and Opening Remarks

9:30AM - 10:30AM

Opening Keynote

Sponsored by  **cinnaire**
ADVANCING COMMUNITIES

Michael Novogradac, Managing Partner of Novogradac & Company, will discuss the current state of housing in today's challenging environment. Mr. Novogradac has more than 25 years of experience specializing in affordable housing, community development and renewable energy. He is very active in advocating for the inclusion of affordable housing, historic, new markets and renewable energy tax credits in federal and state policy and will provide an update on the latest housing policy.

He is the author of numerous real estate-related tax and accounting articles and books, including the "New Markets Tax Credit Handbook" and the "Low-Income Housing Tax Credit Handbook."

10:30AM - 10:45AM

Break

10:45AM - 11:45AM

■ **Investor Forum**

This informal forum will allow investors to share their insights about working with NASLEF members and their concerns for the housing industry in this challenging year. The dialogue will incorporate investor outlook, current market demand, underwriting challenges, and what the future may hold for tax credit investment.

■ **You Don't Get What You Want, You Get What You Negotiate!**

There are few phrases in the business vocabulary so inflammatory as "take it or leave it," or "it is what it is," especially when these words are dropped early in a negotiation or communicated through body language or even in written correspondence. Yet, in a strange way, we are surrounded by "take it or leave it" deals in everyday affairs. The utility bill, the ticket price, and the printed list price. This workshop will offer strategies and solutions for creating a more positive environment in which to negotiate and proven techniques for more effective negotiations. The experienced negotiator knows that part of every price is integrity, credibility, peace of mind and ego satisfaction. These hidden issues may be as or equally important as the tip of the iceberg!

11:45AM - 1:00PM

Lunch and Annual Business Meeting

Sponsored by



1:15PM - 2:15PM

Best Practices for Navigating the Life of a Property

Sponsored by



Success cannot be assigned to any one stage of a property's life cycle. An easy exit, a smooth transition from Underwriting, a creative workout; all play a role. How do all these pieces come together? Let's lay it all out there, from in the door, to out the door, and everything in between. Come hear industry experts share best practices as we discuss the life of a property.

2:15PM - 2:30PM

Break

2:30PM - 3:30PM

■ **Tips, Tools and Techniques for Talent Development!**

"Strength lies in differences, not in similarities," famously quoted by Steven Covey, author of Seven Habits of Highly Effective People is equally relevant in talent development. The workplace now has at least five generations working side by side. Several scenarios are occurring such as increased collaboration and opportunities for innovation as well as generational conflict and sometimes even chaos. Organizations are finding the need to build "generational intelligence" just as they have built "emotional intelligence" among their business leaders. This interactive workshop presents data from focus groups and intensive research about attitudes, perceptions and working styles which allow for greater shared understanding and adaptability of age and skill diversity in the workplace.

■ **State QAP Requirements - How Much is Too Much?**

States have expanded their QAP's to include requirements that stretch the limits of the tax credit program. State set-asides, service requirements, income restrictions are but a few examples of what states now routinely include in their QAP's. The burden to fulfill these additional requirements falls to the project and can undermine its financial stability.

3:30PM - 3:45PM

Refreshment Break

Sponsored by



3:45PM - 4:45PM

Managing Risk and Maximizing Opportunity

How do you listen and respond to the ever changing world. Come hear industry leaders share their experience identifying, assessing, and responding to risk. Help create value for your organization by learning what's behind Enterprise Risk Management.

5:30PM - 9:00PM

Reception at NCAA Hall of Champions

(One NCAA Plaza, 700 West Washington Street, Indianapolis, Indiana 46204)

Sponsored by



FRIDAY, SEPTEMBER 15

8:00AM - 11:00AM

Registration and Information Desk

Sponsored by



8:00AM - 9:00AM

Continental Breakfast

Sponsored by



9:00AM - 10:00AM

■ Smart Purchasing

Since its inception, NASLEF has looked to provide value by facilitating an open exchange of ideas, focused on building individual strength through the collective support of its members. The Housing Partnership Network has taken similar steps to strengthen its membership through the launch of a new procurement platform in January of 2016. Come learn more about HPN Select as we talk all things purchasing. Listen to NASLEF members share their experience with the platform, including lessons learned during roll-out and examples of real world results. HPN Select staff will be present to answer any questions as we all take a step towards smart purchasing.

■ Owner Asset Management vs. Syndicator Asset Management

Investors, syndicators and developers often have different priorities when it comes to sound asset management and reporting. Sometimes they are in sync and other times they are not. This panel hopes to clear up the confusion and get everyone operating in concert.

Sponsored by

J.P.Morgan

10:00AM - 10:30AM

Refreshment Break

Sponsored by

COHN REZNICK

10:30AM - 11:15AM

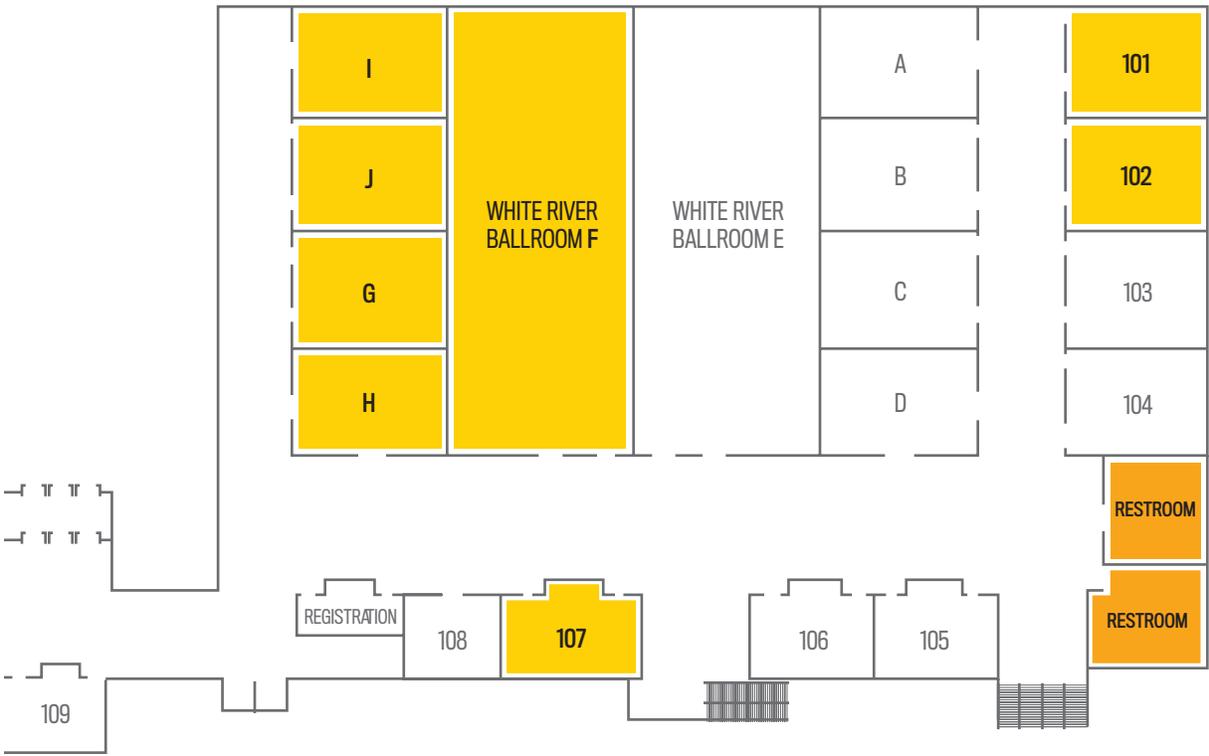
Going Social in a Social Media Age

It is 2017 and 140 characters is all it takes to disrupt our political world, so now where do NASLEF members go from there? Social media is a powerful tool for NASLEF members' branding and it makes your important work highly visible and more impactful by engaging stakeholders and your partners. The first step is to start by acknowledging your social media voice is weak. Then learn to use these tools (twitter, LinkedIn, Instagram, Youtube, etc.) more effectively and with better precision. Higher visibility and more impactful engagement is only a LinkedIn connection, a Twitter handle, an Instagram moment, or a Youtube launch away.

11:15AM

Adjourn

HOTEL MAP



JW Marriott Indianapolis
 10 S. West Street, Indianapolis, Indiana 46204
 317-882-8554

Meeting Rooms
 Restroom

REGISTRATION FORM

24TH ANNUAL NASLEF CONFERENCE

REGISTER ONLINE: To register with payment by credit card, please visit www.naslef.org and click on the 2017 NASLEF Conference Registration link.

To register by mail with payment by check, please reproduce this form for each conference attendee and send completed two-page form(s) with payment to:
 NASLEF, 1970 Broadway, Suite 250 | Oakland, CA 94612 | Tel: 510.444.1101 | Fax: 510.444.7874

Name (as it will appear on badge)

Organization

Address

City

State

Zip

Phone

Fax

Email

ACTIVITIES (Please check each of the following activities you plan to attend)

Wednesday, September 13

- Networking Reception: Skyline Club**
 Cocktail party and hors d'oeuvres (included in registration fee)

Thursday, September 14

- Lunch and Annual Business Meeting**
 (included in registration fee)
- Evening Event: Reception at NCAA Hall of Champions**
 (included in registration fee)
- Evening Event guest** (\$100 per person)
 Name of Guest:

For NASLEF Active Members Only

Tuesday, September 12

- Executive Directors' Dinner** (Spouses Welcome)
 Spouse name:

Wednesday, September 13

- Finance Directors' and Fund Managers' Meeting**
 (only two people per organization)
- Asset Management Directors' Meeting**
- Executive Directors' Luncheon**
- Young Professionals' Roundtable**

SESSION REGISTRATION (Please select one session per time slot)

Wednesday, September 13

- 2:00pm - 4:00pm**
- Maximizing Performance through Employee Engagement
- Y15 Roundtable
- Underwriting Challenges

Thursday, September 14

- 9:00am - 10:30am**
- Opening Keynote
- 10:45am - 11:45am**
- Investor Forum
- You Don't Get What You Want, You Get What You Negotiate!

Thursday, September 14

- 1:15pm - 2:15pm**
- Best Practices for Navigating the Life of a Property
- 2:30pm - 3:30pm**
- Tips, Tools and Techniques for Talent Development!
- State QAP Requirements - How Much is Too Much?
- 3:45pm - 4:45pm**
- Managing Risk and Maximizing Opportunity

Friday, September 15

- 9:00am - 10:00am**
- Smart Purchasing
- Owner Asset Management vs. Syndicator Asset Management
- 10:15am - 11:15am**
- Going Social in a Social Media Age

Name

REGISTRATION FEE

By August 28

After August 28

Total

NASLEF Member

\$450

\$500

Non-Member

\$550

\$600

SPEAKER AND SPONSOR COMPLIMENTARY REGISTRATIONS

Please complete the information below if it applies to you:

- I am a **non-NASLEF speaker** (complimentary registration)
- I am a **\$10,000 sponsor** (four complimentary registrations)
- I am a **\$6,000 sponsor** (three complimentary registrations)
- I am a **\$4,500 sponsor** (two complimentary registrations)
- I am a **\$3,000 sponsor** (one complimentary registration)

REFUNDS/CANCELLATIONS/NO-SHOWS

All cancellations must be received in writing by August 28, 2017 to receive a refund. No refunds will be processed after August 28. Refunds will not be issued for no-shows. Please send any cancellations to Kathie Bowen at kbowen@occh.org.

SPONSOR AND ADVERTISING FORM

24TH ANNUAL NASLEF CONFERENCE

Please complete this form and return each it with payment to:
NASLEF, 1970 Broadway, Suite 250 | Oakland, CA 94612. tel: 510.444.1101

Name (as it will appear on badge)

Organization

Address

City

State

Zip

Phone

Fax

Email

SPONSOR LEVEL (Please select your sponsorship level)

- Diamond - \$10,000** (includes four complimentary conference registrations and an ad)
- Titanium - \$6,000** (includes three complimentary conference registrations and an ad)
- Gold - \$4,500** (Includes two complimentary conference registrations and an ad)
- Silver - \$3,000** (Includes one complimentary conference registration, half-page advertisement)
- Bronze - \$1,500**
- Session - \$750**

Please contact Mary Kay Meagher at mmeagher@occh.org for complete sponsor information.

CONFERENCE PROGRAM / MEMBERSHIP DIRECTORY ADVERTISING

This is your chance to receive full exposure throughout the year for your organization.
Purchase an ad for the Conference Program/Membership Directory and be visible all year long!

	Placement	Trim	Live Area	Bleed	Price
<input type="checkbox"/>	Back Cover	8.5 x 11	7.5 x 10	8.75 x 11.25	\$1,500
<input type="checkbox"/>	Inside Front Cover	8.5 x 11	7.5 x 10	8.75 x 11.25	\$1,500
<input type="checkbox"/>	Inside Back Cover	8.5 x 11	7.5 x 10	8.75 x 11.25	\$1,200
<input type="checkbox"/>	Full Page Ad	8.5 x 11	7.5 x 10	8.75 x 11.25	\$1,000
<input type="checkbox"/>	1/2 Page Ad	5.5 x 8.5	7.5 x 4-3/4	N/A	\$700
<input type="checkbox"/>	1/4 Page Ad	5.5 x 5.5	3-5/8 x 4-3/4	N/A	\$375

Technical Requirements:

Submit a press-ready PDF file, in CMYK color mode at 300 DPI resolution at the final size.
All text should be outlines and logos should be vector-based.

BILLING INFORMATION

Invoices for sponsored events will be mailed 90 days prior to the conference. If you agree to sponsor an event less than 30 days from the conference start date, payment will be due immediately. All payments are expected to arrive at the NASLEF office prior to September 1, 2017. Cancellation requests will be honored up to 90 days prior to the conference start date without penalties or further obligation. No cancellations can be made 90 days or less from the event and payment will be expected in full.

- Check Enclosed