20TH ANNIVERSARY
NASLEF CONFERENCE
SEPTEMBER 25-27, 2013
PORTSMOUTH, VIRGINIA

20 YEARS OF STRENGTHENING COMMUNITIES, CHANGING LIVES
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Welcomes NASLEF to Portsmouth, Virginia

VCDC is pleased to host the NASLEF Annual Conference 20th Anniversary

September 25 – 27, 2013
Thank you to St. Louis Equity Fund for sponsoring this year’s conference program!
Congratulations to NASLEF on its 20 years of exemplary leadership in the LIHTC industry.

Clearly your work has resulted in development of quality affordable housing, stronger communities and better opportunities for people throughout the U.S.
Who We Are

The National Association of State and Local Equity Funds (NASLEF) is a professional, nonprofit association formed in 1994 to promote the efficient management of state and local equity funds.

Collectively through 2012, member funds have created or rehabilitated more than 128,000 units of affordable housing and have raised over $9.3 billion in equity capital for rental housing developments throughout the country.

NASLEF Executive Board

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Still-Worldly Eclectic Tapas
September 25, 2013 • 6:00pm - 8:00pm
www.stilleats.com

Enter this speak-easy themed tapas bar and you will feel like you are back in the roaring 1920’s—dark, cozy rooms, exposed brick walls, great atmosphere, and wonderful food are part of the experience in this downtown Olde Towne Portsmouth gem. Join us Wednesday evening for a welcome reception unlike any other.

Harbor Tour Cruise and Dinner at the Virginia Sports Hall of Fame & Museum
September 20, 2013 • 5:30pm - 9:30pm

Join us for cocktails and appetizers as we cruise the Elizabeth River on board the Carrie B, voted the best harbor cruise in Virginia! The Carrie B is a replica of a Mississippi river boat complete with paddle wheel. We will cruise around the Tidewater area as our tour guide points out important locations in Norfolk and Portsmouth. The Carrie B will take us to our final destination at the Virginia Sports Hall of Fame & Museum where we will enjoy a casual dinner and a great evening of fellowship and fun! Established in 1966, the Virginia Sports Hall of Fame & Museum honors more than 350 Virginia athletes, coaches, administrators, educators and journalists who have made a major impact on the world of sports. The Virginia Sports Hall of Fame & Museum opened its state-of-the-art facility in 2005 and is located just a short walk from the Elizabeth River passenger ferry and the new Renaissance Hotel and Waterfront Conference Center.
Merritt Community Capital Congratulates NASLEF on its 20th Annual Conference.
OCCH Congratulates NASLEF on its 20th Anniversary

For more information contact:
Hal Keller, President or
Jack Kukura, Chief of Acquisitions
614.224.8448
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We wish to congratulate NASLEF at its 20th anniversary!

2013 NASLEF Conference Sponsor

www.nnehif.org

Webster School, Auburn, ME
### Conference Schedule

**TUESDAY, SEPTEMBER 24**

- **7:00pm - 9:00pm**
  - NASLEF Executive Directors’ Dinner *(Spouses Welcome)*
  - Sponsored by:
    - Dixon Hughes Goodman

**WEDNESDAY, SEPTEMBER 25**

#### FOR NASLEF ACTIVE MEMBERS ONLY

- **Registration & Information Desk Open 8:00am-4:00pm**
  - Location: Holley Registration
  - Sponsored by: BB&T

- **8:00am - 8:30am**
  - Continental Breakfast
  - Location: CMP Break Area

- **8:30am - 12:00pm**
  - Concurrent Directors’ and Asset Management Sessions

  - **A** Finance Directors’ and Fund Managers’ Meeting *(Only two people per organization)*
    - This session allows NASLEF Active Member Finance Directors and Fund Managers to informally discuss the state of the industry.
    - Location: Holley Ballroom III

  - **B** Asset Management Directors’ Meeting
    - Roundtable discussion for NASLEF Active Member Asset Management Directors.
    - Location: Holley Ballroom I
    - Sponsored by: NeighborWorks America

- **10:30am - 10:45am**
  - Refreshment Break
  - Location: CMP Break Area
  - Sponsored by: Bryan Cafe

- **10:45am - 12:00pm**
  - **A** Finance Directors’ and Fund Managers’ Meeting *(continued)*
    - Location: Holley Ballroom III
  - **B** Asset Management Directors’ Meeting *(continued)*
    - Location: Holley Ballroom I

- **12:00pm - 2:00pm**
  - NASLEF Executive Directors’ Luncheon Meeting *(NASLEF Active Member Executive Directors Only)*
  - Location: Admiral Board Room
### Plenary Session: How is the LIHTC Industry Doing and Where Are We Going?

**Panelists:**
- **Moderator — Peter Sargent**
  Director of Capital Development, Massachusetts Housing Investment Corporation
- **Susan Dewey**
  Executive Director, Virginia Housing and Development Authority
- **Michael Novogradac**
  Managing Partner, Novogradac & Company, LLP
- **Fred Copeman**
  National Director, Tax Credit Investment Services, CohnReznick

**Welcome and Opening Remarks**
Peter Sargent, Massachusetts Housing Investment Corporation
Bob Newman, Conference Host, Virginia Community Development Corporation
The Honorable Kenneth I. Wright, Mayor of the City of Portsmouth, Virginia

**Location:** Holley Ballrooms IV–VII
Note: Times, speakers, and sessions are subject to change.

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<tr>
<td>10:45am - 12:15pm</td>
<td><strong>Whose Hound Will Hunt?-Modeling, Accounting and Projecting Yields</strong></td>
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<td><strong>Moderator:</strong> Joseph Jones, Virginia Community Development Corporation</td>
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|                    | **Speakers:** Ellen Connolly, Massachusetts Housing Investment Corporation
|                    |                                                                     | Renee Beaver, Novogradac & Company, LLP
|                    |                                                                     | Renee Scruggs, CohrReznick |
| 10:45am - 12:15pm  | **Resyndication?... We Can Help With That**                         | Lee Room            |
|                    | **Moderator:** Caleb Jewell, Applegate & Thorne-Thomsen             |                     |
|                    | **Speakers:** Jennifer Everhart, Great Lakes Capital Fund
|                    |                                                                     | Paul DeKruiff, Great Lakes Capital Fund
|                    |                                                                     | Robert Edwards, Plante Moran
|                    |                                                                     | Doug Klingensmith, Ohio Capital Corporation for Housing |
| 10:45am - 12:15pm  | **Current Hot Buttons for Asset Managers**                          | Madison Room        |
|                    | **Moderators:** Yulonda Byrd, Great Lakes Capital Fund
|                    |                                                                     | Rich Swantek, Great Lakes Capital Fund |
|                    | **Speakers:**                                                        | Roundtable          |
| 12:30pm - 1:30pm   | **Lunch and Annual Business Meeting**                               | Portsmouth Ballroom V |
|                    | **President’s Report** - Peter Sargent, Massachusetts Housing Investment Corporation
|                    | **Legislative Update** - Bobby Rozen, Washington Council Ernst & Young |                     |
| 12:30pm - 1:30pm   | **Sponsored by:** Northern New England Housing Investment Fund       |                     |
| 1:30pm - 1:45pm    | Break                                                                |                     |
Concurrent Sessions

Reformation Age: Forecast and Policy of Corporate Tax Reform

F

The ongoing congressional focus on corporate tax reform has been at the forefront of the community development industry stakeholders’ attention. Each month there has been discussions about elimination of Section 42 or the reduction of corporate tax rate as it relates to deficit reduction and sequestration. What are the respective scenarios that our industry needs to be prepared for? Is there a key strategy that we need to advance to preserve the housing tax credit? Listen to key industry policy people discuss the outlook for 2013, 2014 and beyond.

Location:
Holley Ballrooms I-III

Moderator:
Barney Deasy, Merritt Community Capital Corporation

Speakers:
Bobby Rozen, Washington Council Ernst & Young
JP Delmore, National Association of Home Builders (NAHB)
Michael Novogradac, Novogradac & Company, LLP
Scott Hoekman, Enterprise Community Investment

New Market Tax Credits: Hot Topics

G

Join a panel of experts who will address the hot topics in New Market Tax Credits: Where are they headed? Can Historic Tax Credits still play a role? We are at Year 7; how do we exit this deal?

Location:
Lee Room

Moderator:
Peter Sargent, Massachusetts Housing Investment Corporation

Speakers:
Laura Vowell, US Bank
Steve Nolan, Nolan Sheehan Patten LLP
Ben Swartzendruber, Applegate & Thorne-Thomsen
Glenn Von Bernewitz, Housing Vermont/Vermont Rural Ventures

Advanced Analytical Tools and Models for Asset Managers

H

How do you slice and dice financial data to improve an asset? Panelists will help guide you through useable MS Excel templates, worksheets, models and new exciting software that is changing the way people use data.

Location:
Madison Room

Moderators:
Scott Backman, Massachusetts Housing Investment Corporation

Speakers:
Susan Heston, Ohio Capital Corporation for Housing
Chris Stigall, CAHEC
Harold Nassau, NeighborWorks America

Refreshment Break

3:15pm - 3:30pm

Location:
CMP Break Area
**Human Capital: Preserving Your Company’s Future**

The Great Recession brought a lull in the war for talent, but the battle is beginning to heat up again. And the question is: Are you prepared to compete? The right human capital initiatives help you to be strategic in how you attract, select, train, develop, retain, promote, and move employees through your organization. All of the NASLEF members have experienced change, many have experienced significant growth since their formation, and many still have their original core team of leaders in place. Being proactive and strategic with human capital initiatives not only has a positive impact on staff and the organization, but also helps to mitigate potential risks that may exist. Plante Moran has implemented human capital initiatives to attract exceptional talent, post industry-low turnover rates, and capture a place on FORTUNE magazine’s list of “100 Best Companies to Work For” for 15 years in a row. Join us to discuss what you can do to preserve the talent you have and attract new talent to help lead you into the future.

**Location:** Lee Room

**Moderator:** Robert Edwards, Plante Moran

**Speakers:** Chad Perry, Plante Moran
Mark McDaniel, Great Lakes Capital Fund

**AHIC, Watch Lists and Investor Scrutiny**

Investors are more focused than ever on identifying risk by assessing the strength of projects within our portfolios; studying the capacity of our General Partners and evaluating the long-term sustainability of syndicators themselves. Explore how the AHIC standards and investors’ needs are evolving and how NASLEF members are responding.

**Location:** Holley Ballrooms I–III

**Moderator:** Tony DiBlasi, Ohio Capital Corporation for Housing

**Speakers:**
Ben Henderson, Midwest Housing Equity Group
Luke Harms, Nationwide Investments
Fred Copeman, CohnReznick

**Affordable Housing as a Platform for Resident Services & Resident Success: Impacting The Lives of Residents while Attracting Funders Looking for Impact**

How can NASLEF lead an industry movement? Will a coordinated NASLEF effort on impact measurement and program categorization improve access to funding? How do we harness sustainable funding? Should NASLEF develop best practices for resident services and impact investing? Participate with affordable housing, investor, and NASLEF leaders in Resident Services to develop or enhance your resident service programs. Hear and discuss resident program success stories as we work to advance and enhance resident lives while furthering the mission of NASLEF members.

**Location:** Madison Room

**Moderator:** Doug Koch, Advisory Affiliates

**Speakers:**
Harold Nassau, NeighborWorks America
Katherine Occhipinti, CAHEC
Angie Roberts-Dobbins, Community Housing Partners

**Harbor Tour Cruise and Dinner at the Virginia Sports Hall of Fame & Museum**

September 26, 2013 5:30-9:30

**Location:** Meet in Rotunda across from front desk

**Sponsored by:** MHEG, OCCH
Frpend, September 27

Tools for Effective (and Profitable) Dispositions…Years 12-16
This session will discuss syndicator strategies for disposing of lower tier transactions and lessons learned from unwinding the upper tier. Including project and portfolio assessment and executing general partner transfers during the compliance period.

Location: Madison Room
Moderator: Jon Welty, Ohio Capital Corporation for Housing
Speakers: Michael Griffin, Key Community Development Corporation; Jason Vargelis, Carle Mackie Power & Ross; Dan Mendelson, Chesapeake Community Advisors

“Please Don’t Take My CRA Away”
The Community Reinvestment Act (CRA) is a primary reason why banks invest in LIHTCs. Panelists representing federal regulators and investors will discuss the impact of the CRA upon banks’ decisions to invest. Regulators will discuss Tier 1 Capital requirements of banks as well as CRA examination cycles and the focus of CRA investment tests. Bankers will discuss their motivations for choosing LIHTC investments among the options available for meeting CRA regulations. CRA activities that are considered “Creative and Innovative” by regulators will also be identified.

Location: Lee Room
Moderator: Dan Tatar, Virginia Community Development Corporation
Speakers: Vonda Eanes, Office of Comptroller of the Currency; Theresa Stark, Federal Reserve Bank of Richmond; Rasheca Barrow, Branch Banking & Trust; Jim Reiker, Horizon Bank

Concurrent Session: Please Don’t Take My CRA Away

Concurrent Session: Tools for Effective (and Profitable) Dispositions…Years 12-16

Concurrent Session: Acquisitions and Asset Management Working Together: The 5 P’s: Proper Planning Prevents Poor Performance
We all know it’s more effective to take the time to adequately underwrite for a project’s future prior to closing rather than having to fix mistakes down the road. Sometimes these mistakes occur when Asset Management and Acquisitions either failed to connect on an issue, or simply didn’t heed each other’s warnings. This is a panel discussion representing both the Acquisitions and Asset Management perspectives of responsibly structuring a deal. Can these two oft-opposing groups unite to craft better-performing projects? When is the best time for both to be involved? What are the deal points that cause the most heartburn? Can past experiences lead to the creation of better deals in the future?

Location: Madison Room
Moderator: Ben Goates, Ohio Capital Corporation for Housing
Speakers: Jill Odom, CAHEC; Kevin Nowak, Key Community Development Corporation; Sarah Malone, Ohio Capital Corporation for Housing

Registration and Information Desk Open 8:00am-4:00pm
Exhibits Open 8:00am-11:00am

Location: Holley Registration
Sponsored by: BB&T

Continental Breakfast

Location: CMP Break Area
Sponsored by: HORIZON BANK

Location: Holley Ballrooms I-III
Moderator: Jon Welty, Ohio Capital Corporation for Housing
Speakers: Michael Griffin, Key Community Development Corporation; Jason Vargelis, Carle Mackie Power & Ross; Dan Mendelson, Chesapeake Community Advisors

Location: Lee Room
Moderator: Dan Tatar, Virginia Community Development Corporation
Speakers: Vonda Eanes, Office of Comptroller of the Currency; Theresa Stark, Federal Reserve Bank of Richmond; Rasheca Barrow, Branch Banking & Trust; Jim Reiker, Horizon Bank

Location: Madison Room
Moderator: Ben Goates, Ohio Capital Corporation for Housing
Speakers: Jill Odom, CAHEC; Kevin Nowak, Key Community Development Corporation; Sarah Malone, Ohio Capital Corporation for Housing
10:30am - 10:45am

Refreshment Break

Sponsored by: People's United Bank

Location: CMP Break Area

10:45am - 12:15pm

Investor Session

Hear investors discuss the state of the industry, including the tax credit investment market. Find out how the current market affects investment decisions and hear their predictions for what the future holds. Listen as investors share their insight about working with NASLEF members and their concerns for the industry, as well as the potential impact of tax reform. This session will include topics such as investor outlook, market demand, allocating agencies, and underwriting.

Location: Holley Ballrooms I-III

Moderator: Hal Keller, Ohio Capital Corporation for Housing

Speakers: Kevin Nowak, Key Community Development Corporation
Jim Rose, Fifth Third Community Development Corporation
David Birkhahn, TD Bank
Brian Tracey, Bank of America

50 Shades of Green: Sustainable Design, Construction, Monitoring, and More

An experienced panel of representatives from a variety of green building backgrounds will discuss the latest issues in sustainable building. They will touch on topics including sustainable building in general, monitoring and asset management after construction, inclusion in the QAP, different programs available throughout the country and examples of success stories in Virginia.

Sponsored by: Building Green

Location: Lee Room

Moderator: Chris Sterling, Virginia Community Development Corporation

Speakers: KC McGurren, Earthcraft
Colin Arnold, Community Housing Partners Corporation

Demystifying IT and Talking about Evolution: Understanding Where Information Technology Fits into NASLEF Member Organizational and Transactional Processes

NASLEF members share similar organizational and investment process challenges, ad hoc systems and evolutionary IT situations and reporting circumstances. Participate in both a learning and brainstorming session with leading NASLEF and industry IT professionals. Learn about current IT platforms and software to help connect your internal and transactional processes more efficiently. A previously executed NASLEF questionnaire will help us facilitate a session tuned specifically to NASLEF needs that will aim to solicit ideas on best practices, sharing resources, and creating a network of NASLEF IT specialists for on-going consultation.

Location: Madison Room

Moderator: Leslie Crowe, Virginia Community Development Corporation

Speakers: Doug Koch, Advisory affiliates
Tony DiBlasi, Ohio Capital Corporation for Housing
Dave Czabala, Integratec Services

12:15pm

Adjourn
CAHEC
Dana Boole, President & CEO
7700 Falls of Neuse Road, Suite 200
Raleigh, NC 27615
Telephone: (919) 788-1803
Fax: (919) 532-1803
E-Mail: dboole@cahec.com
Web: www.cahec.com

Delaware Community Investment Corporation
James Peffley, President
Community Service Boulevard
100 W. 10th St. Suite 302
Wilmington, Delaware 19801
Telephone: (302) 655-1420
Fax: (302) 655-1419
E-Mail: jpeffley@dcicnet.org
Web: www.dcicnet.org

FAHE Capital Corporation
Sara Morgan, Director
106 Pasco Street
Berea, KY 40403
Telephone: (859) 986-2321
Fax: (859) 986-5836
E-Mail: sara@fahe.org
Web: www.fahe.org

Great Lakes Capital Fund
Mark McDaniel, President/CEO
1000 South Washington Avenue
Lansing, MI 48910
Telephone: (517) 482-8555
Fax: (517) 482-8598
E-Mail: capmac@capfund.net
Web: www.capfund.net

Hawaii Housing Finance, LLC
Stacy Sur, Member
3465 Waialae Avenue, Suite 300
Honolulu, Hawaii 96816
Telephone: (808) 738-0800 x 202
Fax: (808) 738-0802
E-Mail: stacy@hi-housingfinance.com
Web: www.hawaiihousingfinance.com

Housing Vermont
Nancy Owens, President
123 St. Paul Street
Burlington, VT 05401
Telephone: (802) 863-8424
Fax: (802) 660-9034
E-Mail: nancy@hvt.org
Web: www.hvt.org

Massachusetts Housing Investment Corporation
Peter Sargent, Director of Capital Development
70 Federal Street, 6th Floor
Boston, MA 02110
Telephone: (617) 850-1027
Fax: (617) 850-1127
E-Mail: sargent@mhic.com
Web: www.mhic.com

Merritt Community Capital Corporation
Bernard Deasy, President
1970 Broadway, Suite 250
Oakland, CA 94612
Telephone: (510) 444-7870
Fax: (510) 444-7874
E-Mail: bdeasy@merrittcap.org
Web: www.merrittcap.org

Midwest Housing Equity Group, Inc.
John Wiechmann, President
13520 California Street, Suite 250
Omaha, NE 68154
Telephone: (402) 334-8899
Fax: (402) 334-5599
E-Mail: jwiechmann@mheginc.com
Web: www.mheginc.com

Mountain Plains Equity Group, Inc.
Donald Sterhan, President
2825 3rd Avenue North, Suite 600
Billings, MT 59101
Telephone: (406) 254-1677
Fax: (406) 869-8693
E-Mail: sterhan@mpequity.com
Web: www.mpequity.com

Northern New England Housing Investment Fund
Bill Shanahan, President
75 Market Street, Suite 201
Portland, ME 04101
Telephone: (207) 772-8255 x14
Fax: (207) 772-8241
E-Mail: bshanahan@nnehif.org
Web: www.nnehif.org

Ohio Capital Corporation for Housing
Hal Keller, President
88 East Broad Street, Suite 1800
Columbus, OH 43215
Telephone: (614) 224-8446
Fax: (614) 224-8452
E-Mail: hkeller@occh.org
Web: www.occh.org

St. Louis / Kansas City Equity Fund, Inc.
John Wuest, President/CEO
707 North 2nd Street, Suite 308
St. Louis, MO 63102
Telephone: (314) 436-7810
Fax: (314) 436-1907
E-Mail: johnw@slefi.com
Web: www.slefi.com

Virginia Community Development Corporation
Bob Newman, President & CEO
1840 West Broad Street, Suite 200
Richmond, VA 23220
Telephone: (804) 343-1200
Fax: (804) 343-1043
E-Mail: modine@vacdc.org
Web: www.vacdc.org
Applegate & Thorne-Thomsen, P.C.
Paul Davis
626 West Jackson Street, Suite 400
Chicago, IL 60661
Telephone: (312) 491-2205
Fax: (312) 491-4411
E-Mail: pdavis@att-law.com
Web: www.att-law.com

Bryan Cave LLP
Jerome Breed
1155 F Street, NW
Washington, DC 20004
Telephone: (202) 508-6036
Fax: (202) 220-7336
E-Mail: jerome.breed@bryancave.com
Web: www.bryancave.com

Carle, Mackie, Power & Ross, LLP
Richard Power, Partner, Head of Affordable Housing Group
100 B Street, Suite 400
Santa Rosa, CA 95401
Telephone: (707) 526-4200
Fax: (707) 526-4707
E-Mail: rpower@cmprlaw.com
Web: www.cmprlaw.com

CohnReznick
Renee Scruggs, Partner
7501 Wisconsin Avenue, Suite 400 E
Bethesda, MD 20814-6583
Telephone: (301) 657-7706
Fax: (301) 657-7707
E-Mail: renee.scruggs@cohnreznick.com
Web: www.cohnreznick.com

Dauby O’Connor & Zaleski, LLC
Sean O’Connor
501 Congressional Blvd., Suite 300
Carmel, IN 46032
Telephone: (317) 848-5700
Fax: (317) 815-6140
Email: scoconnor@doz.net
Web: www.doz.net

Dixon Hughes Goodman LLP
Margaret Thompson
1829 Eastchester Drive
High Point, NC 27265
Telephone: (336) 889-5156
Fax: (336) 889-6168
E-Mail: mthompson@dhhggp.com
Web: www.dhhgp.com

Eide Bailly LLP
Shannon Breuer
4310 17th Avenue South
Fargo, ND 58103
Telephone: (701) 239-8575
Fax: (701) 239-8600
Email: sbreuer@eidebailly.com
Web: www.eidebailly.com

Fifth Third Community Development Corporation
Catherine Cawthon, President
5747 Perimeter Drive, Suite #253
Dublin, OH 43017
Telephone: (614) 734-0517
Fax: (614) 734-0781
E-Mail: catherine.cawthon@53.com
Web: www.53.com

Kutak Rock LLP
1650 Farnam Street
Omaha, NE 68102
Telephone: (402) 346-6000
Fax: (402) 346-1148
Web: www.kutakrock.com

Loomis, Ewert, Parsley, Davis & Gotting, PC
Ted Rozeboom, Esq.
124 West Allegan, Suite 700
Lansing, MI 48933
Telephone: (517) 482-2400
Fax: (517) 853-8619
E-Mail: tsrozeboom@loomislaw.com
Web: www.loomislaw.com

National Affordable Housing Trust
Lori Little
2335 North Bank Drive
Columbus, OH 43220
Telephone: (614) 451-9929
Fax: (614) 451-3370
Email: little@naht.org
Web: www.naht.org

Nixon Peabody LLP
Thomas Giblin
100 Summer Street
Boston, MA 02110
Telephone: (617) 345-1102
Fax: (617) 345-1300
E-Mail: tgiblin@nixonpeabody.com
Web: www.nixonpeabody.com

Novogradac & Company LLP
Renee Beaver
1100 Superior Avenue East, Suite 900
Cleveland, OH 44114
Telephone: (216) 298-9000
Fax Number: (216) 298-9025
E-Mail: renee.beaver@novoco.com
Web: www.novoco.com

Otis, Atwell
Thomas Gioia, Partner/Shareholder
324 Gannett Drive
South Portland, ME 04106
Telephone: (207) 780-1100
Fax: (207) 780-1999
E-Mail: tgioia@otisatwell.com
Web: www.otisatwell.com
Plante & Moran, PLLC
Rob Edwards, CPA, Partner
1111 Michigan Avenue
East Lansing, MI 48823
Telephone: (517) 336-7460
Fax: (517) 332-8502
E-Mail: robert.edwards@plantemoran.com
Web: www.plantemoran.com

RubinBrown, LLP
Bryan Keller, CPA, Partner-in-Charge, Real Estate Group
One North Brentwood
St. Louis, MO 63105
Telephone: (314) 290-3341
Fax: (314) 290-3400
E-mail: bryan.keller@rubinbrown.com
Web: www.rubinbrown.com

Spectrum Seminars
Steven Rosenblatt, President
545 Shore Road
Cape Elizabeth, ME 04107
Telephone: (207) 767-8000
Fax: (207) 767-2200
E-mail: info@spectrumseminars.com
Web: www.spectrumseminars.com

Squire Sanders & Dempsey (US) LLP
Michael Saad, Partner
2000 Huntington Center
41 South High Street
Columbus, OH 43215
Telephone: (614) 365-2735
Fax: (614) 365-2499
E-mail: michael.saad@squiresanders.com
Web: www.squiresanders.com

The Stolar Partnership LLP
Jeffrey Pass
911 Washington Avenue, 7th Floor
St. Louis, MO 63101
Telephone: (314) 231-2800
Fax: (314) 436-8400
E-Mail: jhp@stolarlaw.com
Web: www.stolarlaw.com

Vogt Santer Insights, Ltd.
Chip Santer
869 West Goodale Blvd.
Columbus, OH 43212
Telephone: (614) 224-4300
Fax: (614) 225-9505
E-Mail: chips@vsinsights.com
Web: www.vsinsights.com

Zeffert & Associates
Robert Zeffert
2321 Weldon Parkway
St. Louis, MO 63146
Telephone: 866.760.6000
Fax: 866.204.8083
Email: christineyoon@zeffert.com
Web: www.zeffert.com
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Renee Beaver, CPA
renee.beaver@novoco.com
Thomas Boccia, CPA
thomas.boccia@novoco.com
Annette Stevenson, CPA
annette.stevenson@novoco.com

Cleveland Office
1100 Superior Avenue, Suite 500
Cleveland, OH 44114
216.298.9000
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