

CAROLINAS COUNCIL FOR AFFORDABLE HOUSING

Officers

Scott Alderman
Landura Companies
President

Linda Wall
Weaver-Kirkland
Housing, LLC
Vice President

Lisa Prevatte
Secretary/Treasurer

Board of Directors

Rick Allen
Partnership Property
Management

Craig Gentry
GEM Management, Inc.

Debbie Honeycutt
GEM Management, Inc.

Pat Hobbs

Brandon Liles
Eastpoint Properties, LLC

Jill Odom
CAHEC

Lee Van De Car
Pendergraph
Management, LLC

Nancy Cross
Executive Director

Carolinas Council for Affordable Housing

388 Cross Point Road
New Hill, NC 27562
(919) 774-7713 (phone)
(919) 774-7713 (fax)
CCAHOBOARD@AOL.COM

© 2010 Carolinas Council
for Affordable Housing

Message from the President

The Carolinas Council for Affordable Housing celebrated its 25th Anniversary on April 25-27, 2010, in the Myrtle Beach Marriott at Grand Dunes Resort in South Carolina. With over 250 participants, the meeting was a smashing success! Everyone was able to mingle and enjoy each other's company during our meeting and during the celebratory "beach bash" where partygoers danced the night away decked out in their colorful CCAH anniversary

tee shirts.



During the annual meeting, attendees received valuable information and insight from a number of industry leaders. It was wonderful to welcome and hear from State Directors Randy Gore (NC) and Vernita Dore (SC). We were able to receive a Washington update from Nooley Reinhardt and National Rural Development updates and information from Larry Anderson and Carlton Jarratt.

We were pleased that A.J. Johnson was able to provide our members and attendees with valuable training on management of Low Income Housing Tax Credit properties. Our members were able to take advantage of a more in-depth look at tax credits and how they play such a large role in our industry.

With preservation and revitalization also being a large focus in our industry, it was great to hear from Chris Estes with the NC Housing Coalition, Wendy



continued on page 2

2011 Annual Meeting

May 1-3

Myrtle Beach Marriott at Grande Dunes Resort

President's Message continued from page 1

Cockerham from WS Sustainable Services, and James Roy from Roy Consulting Group, who spoke about how to renovate correctly. Our attendees were also able to take advantage of the knowledge of Mr. Ken Szymanski who spoke about affordable housing as a protected class and Mr. Pat Tighe from Mold Stoppers on how best to prevent mold.

On June 2-4, 2010, CCAH co-sponsored with USDA Rural Development a Buyers / Sellers Conference in Concord, NC. With eleven (11) states participating, we had a great turnout, and people from the southeastern United States were able to make new business connections and reconnect with some old ones. Everyone really enjoyed hearing what the industry had to say about topics such preservation presented by Larry Anderson and underwriting principles by Carlton Jarratt.

Our question-and-answer sessions with our professional panels were terrific. The panels were made up of the most well-versed and knowledgeable individuals in the industry. The professional service providers panel was made up of Robert Nettles – Tax Attorney (Howell Linkous & Nettles), Tim Smith – CPA (Partner, Bernard Robinson & Company), Mark English (E&A Services), and Mike Willard – Appraiser. The Financial Resources Panel consisted of Jim Chandler (Virginia Housing Development Authority), Tara Hall (North Carolina Housing Finance Agency), Laurel Hart (Georgia Department of Community Affairs), Greg Mayo (CAHEC), Rob Hall (Bonneville Multifamily Capital), and George Baker (Greystone Affordable Housing Initiatives).

Training opportunities in the fall continued this wealth of educational opportunities for CCAH members. In October, CCAH sponsored two additional trainings: C3P Tax Credit training, October 19-20, at the Sheraton Four Seasons in Greensboro and S.T.A.R. training with Spectrum October 21-22 at the Hilton Columbia Center in Columbia, SC.

Lastly, I would like to thank all of the individuals who have worked so hard to make sure that the events taking place in North Carolina and South Carolina are successful. Thank you to the CCAH annual meeting committee – your hard work paid off in spades and everyone is very appreciative of your efforts. To the Rural Development staff – thank you for your hard work and dedication. Through your efforts and attendance, the annual meeting was great, and the Buyer / Seller Conference was fantastic! Finally – a huge thank you to our sponsors. Without your continued support and sponsorship, the meetings simply would not be the same.

If you are not a member of CCAH, you are really missing out on a lot of great opportunities. If you would like information about joining, please contact a Board member and we will be more than happy to assist you in any way we can.

Mark you calendars for May 1-3, 2011, for our 2011 CCAH Annual Meeting being held in Myrtle Beach, SC. Our CCAH Board is working on our 2011 agenda and training opportunities. If you have topics you would like to discuss or topics you would like to learn more about, please let a Board member know or you may send an email to the CCAH office at CCAH-BOARD@aol.com. We look forward to seeing you at the beach!

Scott Alderman
President



Carolinas Council for Affordable Housing 2010 Annual Meeting and Conference 25th Anniversary Celebration Myrtle Beach Marriott at Grande Dunes Resort April 25-27, 2010

2010 USDA Awards North Carolina

Carrie White, Elderly Housing
Carol Quick, Family Housing
Richard Roe, Maintenance/Caretaker

2010 USDA Awards South Carolina

Dale McAbe, Elderly Housing
Pam Hunter, Family Housing
Lola Blanchard, Family Housing
Carl Stauffer, Maintenance/Caretaker

CCAH Past Presidents

1985	Gordon Blackwell	2000-2001	Bill Ogburn
1987-1993	Tom Honeycutt	2002	Jill Tanis (Odom)
1994	Bob Watson	2003-2004	Mike Holoman
1994-1995	Danny Ellis	2005-2006	Jill Odom
1996	Tom Honeycutt	2007	Rick Allen
1997	Nancy Cross	2008-2010	Debbie Honeycutt
1998-1999	Oscar Harris		



Pictured left to right: Tom Honeycutt, Danny Ellis, Nancy Cross, Oscar Harris, Jill Odom, Bill Ogburn, Rick Allen, Mike Holoman, Debbie Honeycutt

A Washington Report

Nooley R. Reinhardt

Nooley Reinhardt & Associates

Governmental Relations & Public Affairs Consulting Since 1981

TheNooley@gmail.com

Expectations

I would much prefer it otherwise—also known as a fondness for the good ol’ days—but the anticipated spectacle of the next two years may be, in a perverse sort of way, interesting and even fun if you like entertainment from your government and elected officials.

It should be noted this was penned before the November 2 elections, some of which may not be decided (shades of Minnesota two years ago) whenever you read this.

If you have a wish list or expectations of significant housing legislation or a sudden infusion of funds into existing programs, take a deep breath and relax.

Be happy that the Low Income Housing Tax Credit is a “permanent” part of the tax code and that we have been successful maintaining decent funding levels for rural and HUD programs.

Prior to the election, House Republicans pledged a no-compromise strategy and promised, if in control, to propose weekly spending cuts. We’re talking “The Price Is Right,” not “Let’s Make a Deal.”

In deficit reduction (balanced budget) debates, expect to hear the term “tax expenditures,” which we call *tax credits* or *tax breaks* for a multitude of purposes, including meeting the ever-expanding need for affordable rental housing for working families and the elderly.

Continued gridlock, even to the extent of stalling government operations at times, will be the rule of the road in the unmanageable Senate. Many have lamented the fact that moderate New England Republican senators are on the endangered species list (see Olympia Snow and at times Susan Collins of Maine as the sole remaining examples).

You can add a new classification: the post-establishment Republicans in both bodies. Not only did the president’s post-partisan America not develop—if the White House or Congressional leaders even actually attempted an effort, bipartisanship rarely dared to raise its head.

For program funding, the infamous continuing resolutions may be all that can be expected in most instances, particularly spending for domestic and social programs.

Depending on the actual majority or effective control of both the House and/or Senate, those Democrats who believe in a more engaged role for the federal government may have to hope that the pens President Obama would use to exert his veto authority are locked and loaded (with ink).

MORE ABOUT US

There is an inexplicable need and urge in the political class, that is easily transmitted to constituent groups, to reorganize—to move or eliminate the boxes and lines on organizational charts.

I have seen this firsthand as a local elected official, as a political appointee in the executive branch, and as a decades-long observer of the Congress. Rarely is it worth the effort. This primal need is rivaled only by the creation of entities like the Deficit Reduction Commission, which will try to agree on how to balance the budget in the poisoned post-election environment.

The public-private LIHTC program continues to emerge as the preferred model for program delivery by key players in both political parties.

Let no one challenge the efficiency and effectiveness of the Credit program, which is basically federal in name only with state and private partnerships making the critical decisions on structure and administration. And need.

Traditional federal housing programs may complement and enhance the LIHTC, but the LIHTC is not an adjunct to HUD.

I totally concur with my friends at the Housing Advisory Group (HAG) that we face a major educational challenge in the 112th Congress. And that should be our mission.

A Washington Report
continued from page 6

LAME DUCK

If anything more than continued funding measures and a few must-do bills survive the post-election session, everyone will be surprised.

This includes the broad range of tax legislation (tax cuts and extenders among them), resolving what to do with Fannie and Freddie, CRA changes, and most anything else you can think of.

For one thing, memories of the 2008 Senate election in Minnesota (Al Franken) are fresh in minds, and both par-

ties have posesses of attorneys saddled for post-election recounts and challenges, particularly in the Senate where so many races were within the margin of error just before November 2.

Please let me know if you have questions or comments.

Cheers,

Nooley R. Reinhardt
Reinhardt & Associates

Annual Meeting Planning

The CCAH Annual Meeting Committee has been in discussions with USDA Rural Development State Directors and staff from North Carolina and South Carolina regarding the possibility of establishing joint annual meetings with CCAH and RD. We have determined that there is some interest on the part of USDA but that it will not be possible for at least another year. We have already booked the Grand Dunes Resort in Myrtle Beach for 2011 and 2012, and by the time we began our talks, there was not enough time to make a decision and/or arrange for extra capacity, etc. for 2011.

No decision has been made either way, and the CCAH Board would like to hear from you, the Membership, as to your opinion on this matter.

Please send an e-mail to me at linda@weaver-kirkland.com to voice your opinion—good, bad, or indifferent—and why?

We value your input and look forward to hearing from you!

Linda Wall, Chairman
Annual Planning Committee

Welcome to Our Newest Members

East Carolina Community Development, Inc., Beaufort, NC
www.eccdi.com

Fitch Development Group, Inc., Charlotte, NC
www.fitchdg.com

The Humanities Foundation, Mt. Pleasant, SC
www.humanitiesfoundation.org

Wells Fargo Bank, Atlanta, GA
www.wellsfargo.com

The Woda Group, LLC, Westerville, OH
www.wodagroup.com

Rural Development Go Green - Buyers and Sellers Conference June 2-4, 2010 Concord, NC



CCAH co-sponsored with Rural Development a “Go Green” and Buyers and Sellers Conference June 2-4 at the Embassy Suites Concord Convention Center. The event was organized to bring together buyers and sellers of Rural Development properties in the Southeast. Rural Development and buyers and sellers from Delaware, West Virginia, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Tennessee, Kentucky, California, New Mexico, and Maryland participated in the conference.



There were approximately 230 attending, and the event opened with a welcome reception at the hotel. The following morning, Vernita Dore, South Carolina RD State Director opened the meeting and welcomed all the participants. Larry Anderson, RD Acting Deputy Administrator, and Monica Cole, Loan and Finance Analyst for the national office, gave presentations on Pathways to Preservation. Carlton Jarratt, Senior Financial Analyst for the national office, gave a presentation on underwriting principles. William Downs from the RD national office gave a presentation on capital needs assessments.

A *professional service providers* panel moderated by Scott Alderman included Robert Nettles, a tax attorney from Charleston, South Carolina; Tim Smith, a CPA and partner with Bernard Robinson & Company; Mark English with E&A Services, Inc., a CAN provider; and Mike Willard, an appraiser. A *financial service panel* moderated by Danny Ellis included Greg Mayo, a senior project development officer with CAHEC; Rob Hall, production officer with Bonneville Multifamily Capital; and George Baker with Greystone Affordable Housing Initiatives. Each participant on the panels gave a ten-minute presentation about the programs and services they could provide to the buyers and sellers in attendance and then the panel participants took questions from the audience.

A reception and the “Dash for Cash” racing event were held in the evening. The Dash for Cash event was organized by Rebecca Dillard, NC Loan Specialist, and Tim Chandler, SC Loan Specialist, and it was a blast! Using electronic motorized cars, 40 people



participated in single elimination car races for a chance to win free tickets to a NASCAR race at Charlotte Motor Speedway in October. Sponsoring the event were Formosa Properties - Michael Blackburn, Arnold Construction Corp. - Dale Grunsky, and Palmetto Architectural Group - Charles Gentry. And the winner was Tom Ayd with David Layfield & Associates, Inc., of Maryland.

The last day of the conference focused on “Avenues to Green” and featured Larry Anderson and William Downs providing an overview of the 515 NOFA. Harold Davis with the NC Department of Commerce talked about weatherization stimulus funds for North Carolina. John Suber with the SC Department of Housing and Urban Development gave a unique presentation on his experience with converting and implementing energy conservation features in his personal residence. Krista Effer with Advanced Energy explained the services they can provide to families and businesses by auditing homes and buildings for energy losses and providing alternatives and recommendations for implementing energy conservation measures.

During the meeting, Beverly Casey and Larry Floyd, NC and SC MFH Program Directors, presented door prizes donated by participating RD State Offices to the group. At the close of the meeting, CCAH selected a winning ticket from the raffles for the Richard Petty Driving Experience, and the winning ticket belonged to Byron Waters of the Virginia Rural Development state office.

Thank you from Beverly A. Casey, Director, Multi-Family Housing Programs

On behalf of USDA, Rural Development I would like to offer my sincere and heartfelt thanks for the personal contributions of the CCAH Board members, speakers, and sponsors of the Buyers and Sellers Go Green Conference held in Charlotte on June 2-4. With well over 200 participants and 11 states represented, the opportunities to share experiences and expand future relationships were abundant. The evening gatherings, Meet & Greet Reception and Dash for Cash, provided a relaxing and fun environment to bring buyers and sellers together. The entire event was a wonderful testament to the partnerships which have been formed between private enterprise and government in our common goal to provide quality affordable housing to rural America. From the initial spirit of cooperation we received from CCAH as we planned and organized this event to the mixture of fun, fellowship, and education at the conclusion made this meeting one to remember for years to come. With so many people to thank, I could not name them all, but please know we recognize each of you and the important role CCAH plays in promoting our programs at USDA Rural Development.

CCAHA Membership Renewal

**Look for renewal notices in December.
They will be due by the end of January 2011.**