

17th Annual WI-CARH Conference

November 18, 2014

Kalahari Resort & Convention Center

Wisconsin Dells, Wisconsin

CONFERENCE AGENDA:

| | | |
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| | 4:30 – 5:00 | Budget Tips & Challenges. Budgets are always a time consuming and less than favorite item to do. However, they do drive the economics of the project and provide a road map for the project's future. This session will explore the art of crafting a budget from the owner and lender perspective. |
| 7:30 – 8:30 | Registration & Breakfast | |
| 8:30 – 9:00 | Welcome & Opening Remarks by WI-CARH President, Russell Kaney and State Director, Stan Gruszynski | |
| 9:00 – 9:45 | Fair Housing/Compliance Keeping your properties and staff in compliance with the Fair Housing Act is an important management function. Every owner, management agent and staff (including maintenance) can benefit from knowing the basic intent and rules of the Act. Mark English of E & A Services has provided advice and counsel to the housing industry for years and will be our guest to highlight what you need to know to be and stay in compliance and lay the ground work for an extended session scheduled for April 22, 2015. | 5:00 |
| | | Closing Comments & Final Raffle Drawing. As our 17 th annual WI-CARH conference comes to a close, we thank all our sponsors, exhibitors and our guests for attending and making our conference a success. A reminder that our spring training session on Fair Housing is already scheduled for April 22, 2015 in Madison, WI. We look forward to seeing you there. |
| | | 5:00 – 7:00 |
| | | Reception. All are invited to join us in the Ivory Coast Lounge for some delicious hor d'oeuvres and time to relax and network with fellow conference goers - a great way to end your conference day. |
| 9:45 – 10:15 | Updates Panel. Representatives from RD, WHEDA, & DOA will provide the latest updates and how they may affect your properties, allowing time for Q&As. | |
| | | Featured Speakers Include: |
| 10:15 - 10:45 | Break with Exhibitors. Introductions of exhibitors and time to visit exhibitor booths. | Stan Gruszynski, State Director USDA-Rural Development |
| 10:45 - 11:45 | Workout Plan. What happens when a project is not at full capacity, not cash flowing and requires more and greater maintenance? A workout plan may be in your future. We will explore what a workout plan is, what components get addressed and what a successful plan will do for your property. | Russell Kaney, Senior Program Director Enterprise Community Partners, Inc. |
| | | Mark English, President E & A Team Inc. |
| | | Donna Huebner, Rural Development Coordinator USDA-Rural Development |
| | | David Sheperd, Commercial Lending Officer WHEDA |
| 11:45 - 12:15 | Understanding the Lease. The lease is a contract and covers a lot of issues. Join Doug Buck of Foley and Lardner as he reviews the most difficult to understand issues in the lease and why this language matters. Bring your questions for this interactive session. | Kate Blood, Program Manager HOME Rental Housing Development Division of Housing, Dept. of Administration |
| | | Robert Hernandez, Housing Specialist USDA-Rural Development |
| 12:15 – 1:30 | Lunch Provided - Brief Luncheon Program for WI-CARH's Awards and Scholarship Program. | Julie Felhofer, Area Specialist USDA-Rural Development |
| 1:15 - 1:30 | General Membership Meeting. | Cheryl Halvorson, Housing Specialist USDA-Rural Development |
| 1:30- 3:00 | Keynote Speaker. Train Your Brain for Success is the title of Roger Seip's best-selling book on personal development skills that make a difference. Roger will provide his strategies and action plans that get clear, record breaking results. **Warning!** On several occasions, Roger has caused audience members to laugh so hard they fell out of their chairs. Be prepared and enjoy. | Douglas S. Buck Foley & Lardner LLP |
| | | Roger Seip, Keynote Speaker www.freedompersonaldevelopment.com |
| | | Bob Morton, Senior Vice President Bellwether Enterprise Real Estate Capital |
| 3:00 - 3:15 | Break with Exhibitors. | Dewayne Pohl, Portfolio Manager ACC Management Group |
| 3:15 – 4:15 | Making the 538 Program Work for You. Interest rates continue to be at all-time lows for multi-family lending. Find out how a USDA guaranteed multi-family housing loan could benefit your properties. Bob Morton of Bellwether Enterprise Real Estate Capital will provide an overview of this unique lending program, current status on funding, new initiatives being considered, and examples of successful transactions. | Rose Andler, Management Agent ACC Management Group |